TRADE AND INDUSTRY

3 May 1973 Volume 11 No 5 10p

Sir Peter Allen on expatriate Chambers of Commerce

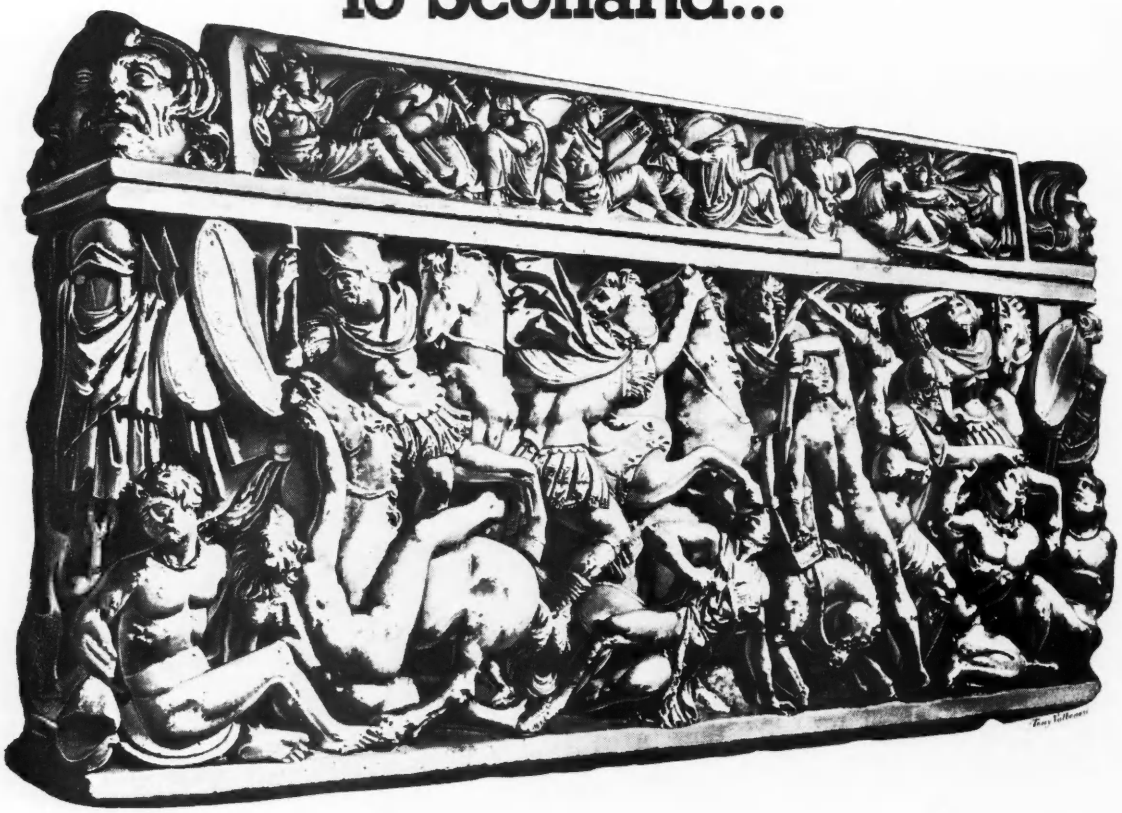
BESO—business expertise for developing countries

Exhibition reports from New York, Detroit, Amsterdam, Frankfurt, Cologne, Munich, Basle and Zagreb

Government North Sea policy 'fully vindicated'

Design Council Awards for engineering products

The Romans introduced property development to Scotland...



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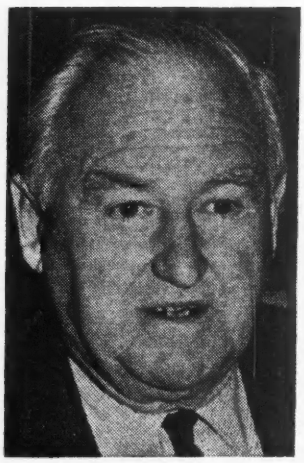
Trade Board developments, and expatriate Chambers of Commerce

by Sir Peter Allen, a member of the British Overseas Trade Board, in an address to the tenth annual conference of the British Chambers of Commerce in Europe, held at Lausanne



WHEN the British National Export Council was superseded by the new British Overseas Trade Board I was asked to join it as I was chairman of BNEC at the time.

In some important ways the Board has greater responsibilities than BNEC and a wider sphere of interest. The Budget of the BOTB is about £11 million a year, some 10 times that of BNEC. The Council was essentially an advisory body. Now, for the first time, representatives of the private sector—businessmen and bankers—have been brought in to work with the Government machine and to share in decisions taken on the expenditure of public funds to support our commercial and financial interests abroad. As far as I know, we are the only country to have tried an experiment of this kind.

Almost the first thing we did was to change our name from British Export Board to British Overseas Trade Board, because the original title was too restrictive to describe our duties properly. We also set up a Task Force to make a rapid but thorough survey of existing practices, to see what needed most support or change.

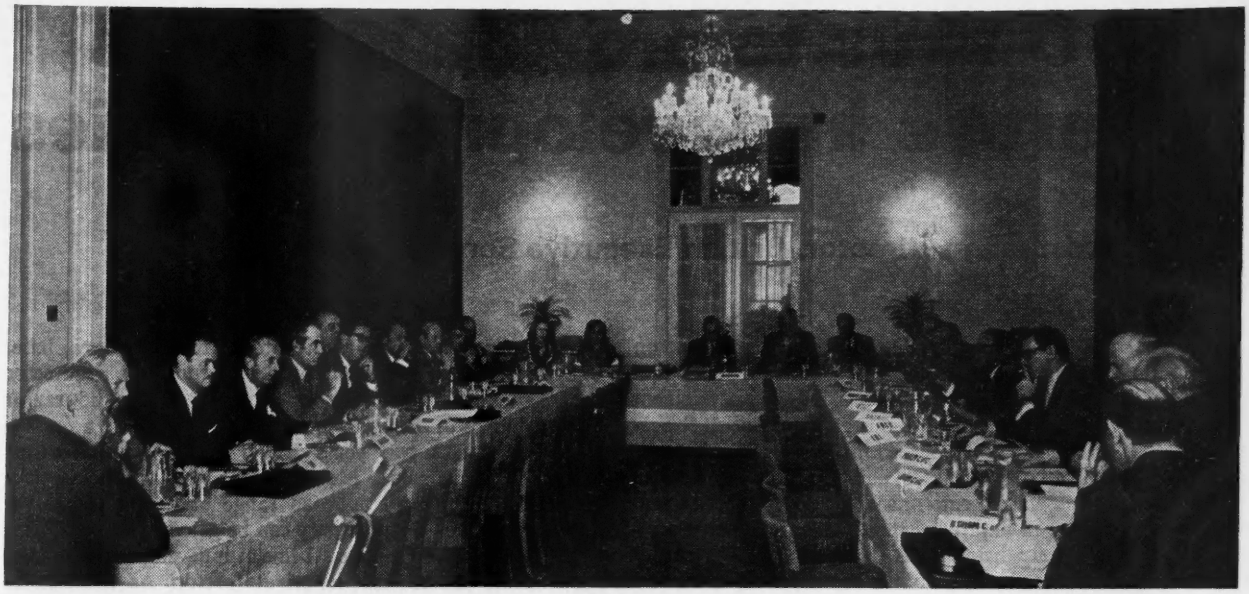
Our first task is to administer the export promotion services provided by the Government and to settle priorities for the many projects put up to us. But this, while important, is only part of our work. We feel there are two important additional jobs to be done as soon as possible, rather wider than our first task.

The first job we would describe as trying to form a better link between the Government and industry. There are already many formal institutions, but we continue to get the feeling that Whitehall and exporting firms are somehow an arm's length apart. In part this is due to the disappearance of BNEC. We think the BOTB has got to bridge this gap and achieve a common purpose. We are exploring several different ways of doing this and have already created or recruited 'chosen instruments', largely committees of businessmen, to advise us on various territories. Next we are now considering with industry and the nationalised industries how to harness the great power of UK public purchasing to support overseas trade interests. We have often been surprised to find how little progress has been made in this direction in talk between the public purchaser and his British supplier. Another example of getting into better contact is the improved arrangements we have devised for making, with industry, a more vigorous attack on capital projects overseas. We shall also be bringing out a report on education for overseas trading, not only in language training, financial procedures and trade documentation, but also in trying to give a more commercial outlook to the many highly skilled designers and engineers in Britain.

Our second wider role will be to work out with industry, if we can, a long-term strategic approach to overseas trade expansion. This will involve taking account of industries' own plans for overseas market development and of the various Government policies, for example in the industrial development field, which will affect the structure and competitiveness of British industry. We have started to talk with industry to try to co-ordinate the use of official resources for trade promotion with the efforts of the firms themselves in our major markets. This is more than just moving resources from one area to another in trade promotion. It involves a co-ordinated effort to get the best total result in the national interest. We are examining how far planning of the kind widely undertaken in industry in setting and monitoring export targets should find a place in the Government's export promotion programme; and to ways of encouraging our advanced and medium technology industries as a part of growth for our exports, in the next decade, by more inter-linking between research efforts and appraisal of market opportunities abroad.

Visible external trade is only part of our problem. What we need to do, of course, is to maximise the UK's overseas earnings, on which our gross national product—and thus our standard of living—so much depends. The whole field of invisible exports, which brings in so much foreign exchange, is therefore highly important. The two in any case interact in various ways. A combination of industrial investment abroad or licensing or the sale of know-how with or without direct exporting may sometimes promote our overseas earnings as effectively, or more effectively, than direct exporting alone. The flourishing home market with a high standard of living is, we believe, essential to a growing export market, for without it most companies will not be able to mobilise the physical capacity and financial resources to turn our declining share of world trade into the increasing share we need. In this field of invisibles we are fortunate in being able to work closely with the Committee on Invisible Exports, whose chairman, Sir Cyril Kleinwort, is a member of our Board.

Total Government expenditure at home and abroad on the export promotion services, at £30 million, is very small



The Lausanne Palace Hotel was the setting for the tenth annual conference of the British Chambers of Commerce in Europe.

compared with British total overseas earnings, of some £14,000 million. Compare this with the costs of selling abroad, which probably run at about 10 per cent of our total overseas earnings. However, we believe that attitudes of mind and organisation for export are probably as important as the expenditure of money. It is these that we are trying to influence in particular, and as far as we can now see the actual cost will always be small in relation to the total volume of trade.

We accept that we must be selective in export promotion, so we naturally concentrate our resources on the companies, markets and products and services likely to be most rewarding. These will naturally change with circumstances, and we must respond to such changes quickly, flexibly and wisely. We have said publicly, in the foreword to our Export Handbook, that we are resolved that the resources available to us shall be used in the most cost-effective manner, and that our aim will be, as far as possible, to ensure that the service we provide matches the ability of firms to make profitable use of it. We cannot usefully talk of generally applicable priorities between markets. We agree that the concentration of effort on the markets (and industries and companies) which have clear prospects of export success should not exclude efforts in those areas with good potential prospects but where success may not yet have been attained. We are examining proposals for activity in respect of such 'difficult' but promising markets.

We have looked at the services provided by other countries to their exporters and agree generally that foreign experience does not always help us with the problems confronting British overseas traders. However, this should not be taken to mean that we have nothing to learn from the foreigner. In particular we believe that the close integration and identity of purpose between Japanese Government and industry has played a big part in Japan's vast expansion in overseas trade.

Whilst therefore we continue to use the familiar, established techniques of trade promotion, we are trying to use them rather differently, looking further ahead.

The work of British Chambers abroad

Long before the advent of the British Overseas Trade Board all Heads of British Missions abroad were reminded of the importance which the Government attached to British Chambers overseas and to the value of the advice and help they could give. Last year, at the Board's instigation, this was said again in an official message which included (among other things): 'Such organisations can provide a valuable point of contact with local industry and commerce, as well as a forum for distinguished British visitors, and can sometimes perform functions . . . which are inappropriate to an official body.'

You may feel that such bureaucratic prose understates the way that many Chambers of Commerce can and do help mobilise British business communities behind official promotions, and undertake other important tasks.

For example, many Chambers have done valuable work in connection with Shopping Weeks, store promotions, trade drives and such—helping with shop surveys and the essential though less glamorous follow-up, encouraging support from British principals; organising supporting events, putting out special newsletters, providing a platform for the important visitors and local dignitaries, arranging conferences on special aspects of trade. I hope that some such activities, in manifest co-operation with the 'official side', might help to recruit new members—even justify an increase in the subscription rate, or a levy.

Another area where the Chambers can help is that of the selection of growth commodity sectors for British exports. Initially, of course, this can be done by the analysis of trade figures, levels of import duty, and investment programmes. But then the findings must be checked in the market place—and here we would look to the British Chambers for informed views about the saleability of particular British products and, later, for help in drawing up programmes for outward missions.

Often a Chamber can make informal representations to foreign administrations about tariff or other matters where formal representations by the Embassy would be less effective, or unwelcome. Equally, they can publicise their views about matters of the moment in ways that are not open to the 'official side'. Above all, they can act on behalf of importers of British goods—where we can as a rule act on behalf of exporters. At times like the present when devaluation of the pound ought to help us, Chambers' views on increasing exports would be most welcome.

It is up to London to keep British Chambers informed about what the Board proposes to do or investigate in the territory. Then, I suggest, it is up to them to consider what part they might usefully play and to discuss it with the Embassy or Consulate.

We are all in this together.

BESO aims to provide business expertise in developing countries

by E. J. Westnedge, director, British Executive Service Overseas

ALTHOUGH THE development of world trade is dependent on accelerating the growth of developing countries, there is a lack of skills in these countries experienced in the management of a modern economy. To help fill this gap, the British Executive Service Overseas was established in 1972. BESO offers the services of managerial, professional and technical executives on short-term assignments to enterprises in the developing countries to assist them in improving the efficiency of their operations, and in their expansion plans.

The business executive stays in the country for a maximum of six months. He is not paid a fee for his services, but all travelling and living costs and certain other expenses, such as allowances for insurance, are paid. His wife is allowed to accompany him.

The organisation is sponsored by the Confederation of British Industry, the Department of Trade and Industry, Government through the Overseas Development Administration, and the Institute of Directors; it is administered as an independent body from the Institute of Directors' Offices in Belgrave Square, London. The objectives are to help the developing countries to achieve self-sustaining growth and economic independence. BESO enlists and places the talents of experienced businessmen from industry and commerce at the disposal of the enterprises concerned.

Similar organisations already exist in the US where the scheme originated in 1965, and in Canada and Japan. Originally there was some doubt whether the right men could be located, whether executives of high competence and calibre would be willing to serve abroad, whether they would be accepted and whether they could achieve significant results on short assignments.

The American programme, set up some eight years ago, is now backed by over 200 company sponsors and spans some 50 countries. The 7,000 senior executives on the register represent all the leading companies in the US, most being men about to retire or recently retired, but sometimes mid-career executives on temporary secondment. Many have completed more than one assignment, and women volunteers have also served with distinction. Wives are encouraged to accompany their husbands, and some are active participants in local affairs.

The Canadian organisation has been in existence since the end of 1967 and is now operating in 25 countries. Its aims and objectives are similar. The success and achievement of these organisations has been in matching the skills to the assignments presented, and people who offer their services are those who really feel they can make a contribution.

The British Government, through the Overseas Development Administration, pays half the cost of the BESO operation. This contribution comes from the ODA aid programme, the balance being contributed by industry and commerce, and already some 40 leading companies have backed the operation. The requesting company pays the living and local travelling expenses of the executive and his wife. This, it is felt, ensures that any company considering using the service will make absolutely sure that they need it before they go to the expense and that there is a real job for the executive to do. BESO pays all other expenses, including air fares to the operational base. BESO is run by a senior executive who functions as director under a council of distinguished businessmen and senior representatives of the ODA and CBI.

Over the next two years BESO will operate in Hong Kong, India, Jamaica, Malawi, Malaysia, Singapore and Trinidad. In this way a broad range of experience of the differing needs of local industry can be gained which can then be applied to improving the scheme as it develops. The scheme will operate mainly in the private sector. As the scheme progresses and the first executives come back leaving behind them assignments successfully completed, BESO will develop, its scope will widen and the pool of talent on the register will increase. As the Minister for Overseas Development has said: 'The scheme represents a splendid opportunity for British businessmen to share their knowledge and expertise in a practical way with indigenous business overseas'.

A Register of Volunteer Executives is maintained at BESO headquarters and in recent months over 100 senior executives from a wide area of industry and commerce and other services have joined the Register to offer their experience and pool their knowledge on these short-term assignments. The majority of these are experienced businessmen who have recently retired from a senior management post in industry, but as the scheme gets under way it is anticipated that companies will be glad to release younger executives in mid-career. Application forms are available from the BESO offices together with information on terms and conditions of service. Obviously there can be no guarantee that an assignment which matches the particular skills of the applicant will become available.

The amount of money set aside for the initial programme is somewhat in excess of £30,000. It might seem to be a small amount, but most of the people involved are giving their time and services virtually free, receiving in return only their out-of-pocket expenses. If one had to pay the fee that all these men could command the final figure would be much greater.

Area representatives have been appointed in all the operating countries concerned. They advice comprehensively on local needs and have the job of identifying assignments and making certain they are likely to benefit the particular firm and the economy in general. They also have the task of negotiating the scope of the work to be undertaken with the organisation concerned. A precise job definition at the outset avoids any misunderstandings later. All this preparatory groundwork ensures that there is a real job for the executive, so that when he arrives for his assignment he can quickly settle down to the job in hand.

All an overseas enterprise which requires the service has to do is to apply in the first instance to BESO Headquarters at 10 Belgrave Square, London SW1 or to the area representative. The initial programme is a pilot scheme, but already the continuing need is evident. The expansion of the scheme will be entirely dependent on continuing financial support of both government and industry. Plans for its long-term operation are now being established.

Director appointed to British Export Marketing Centre in Tokyo

MR. BEN THORNE, who takes up his appointment shortly as Director of the British Export Marketing Centre, Tokyo, has been engaged continuously since 1950 on official export promotion work. After serving as British Trade Commissioner in Hong Kong in 1968, he was appointed Director of the British Week in Tokyo which was an outstanding success. Since 1970 he has been in Fairs and Promotions Branch of DTI looking after all officially sponsored promotions in North West Europe. He returns to Tokyo with a good knowledge of the Japanese market and the current export interests of British industry as well as up-to-date expertise in promotional techniques.

The British Export Marketing Centre, Tokyo is a new type of official support tailored to meet the needs of the British exporter to Japan. It allows the exporter to reduce greatly the high costs of market exploration and effective follow-up of initial successes. It offers a free base for visiting businessmen and an inexpensive exhibition hall or seminar/conference venue for the individual company in addition to catering for major officially organised exhibitions by selected sectors of industry.

Exporters requiring further information should contact Mr. K. Timmins, Fairs and Promotions Branch (tel. 01-248 5757 ext. 7104).

Exporting 'beyond the nine'

BECAUSE of the success of the Institute of Export's 1972 annual conference which examined United Kingdom entry into the EEC, a comparable function has been arranged this year to consider exports to the world 'beyond the nine'. Speakers will cover particular areas of the world and international currencies. The Institute President, Sir Derek Pritchard, chairman of Rothmans International Ltd., will chair the conference which will be opened by Lord Mais, Lord Mayor of London, at the Royal Garden Hotel, London, on May 10.

The fee for the conference is £16.50. Apply to the Conference Secretary, Institute of Export, 14 Hallam Street, London W1N 6HT.

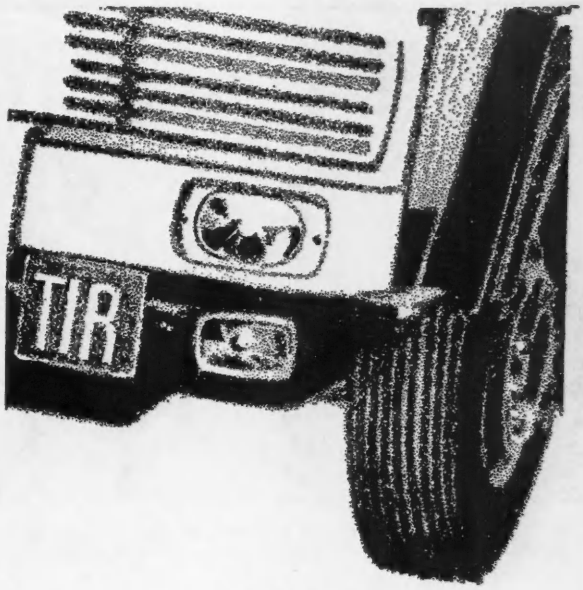
Princess Margaret to open Munich Shopping Week

PRINCESS Margaret will visit Munich to open the British Shopping Week on Friday, November 2. The Shopping Week is a major event in the special trade drive in South Germany organised by the British Overseas Trade Board and it will be the largest promotion of British consumer goods in Europe this year. Over 200 shops in the centre of Munich will take part in the Week giving pride of place to British goods ranging from giftware to fine china, food and drink to textiles and clothing.

Hints to business men visiting New Zealand

A REVISED edition of the booklet on New Zealand has been published in the 'Hints to business men' series.

British business men who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services and Promotions Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU, telephone: 01-248 5757, ext. 7146, or to any Regional Office of the Department of Trade and Industry.



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Hal Cholsky and Sophie Kivlehan of Kangol with Reuben Tebeleff of Georgetown Haberdashery, Washington, at the New York Men's Sportswear Buyers Show.

Bow ties are back at New York Men's Sportswear Show

From J. B. Houldsworth, British Trade Development Office, New York: The co-ordinates concept, the reappearance of the butterfly bowtie, and the monochrome look appear to be the most important menswear fashion trends in the United States for the autumn.

With the season's basic colours (browns, blues, greys and burgundys) determined far in advance by textile and yarn producers, matched and colour-related woven and knitted clothing give buyers the opportunity to create their own combinations, and thus develop programmes representing their own fashion viewpoints.

This was obvious in the large selections of sweater sets, sport shirts, pullovers, sportswear, and shirt-and-tie sets which dominated some 800 exhibits at the 30th National Association of Men's Sportswear Buyers Autumn 1973 Market Week Show held at the New York Statler Hilton Hotel last month.

However, the effects of the recent 10 per cent devaluation of the US dollar are now being felt in the American menswear market. World shortages of wool, leather and other commodities have also added to an overall price spiral, and increases of as much as 20 per cent at wholesale level have been reported for some imported merchandise.

New sources of supply

Devaluation and quotas have been particularly damaging to apparel imports from Europe and the Far East, and it is apparent that new sources of supply for apparel have been found in South America. Brazil and Argentina have enormous resources in leather and natural fibres, and these two countries combined in 1972 to export some $20 million of leather apparel to the United States. Their merchandise was very much in evidence at the NAMSB Show.

On the twelfth successive occasion British menswear manufacturers participated in a Joint Venture at this, the leading, show event in the American Menswear trade calendar. The British group of nine firms was sponsored by the British Overseas Trade Board and the Clothing Export Council.

All but two of the British participants in the Joint Venture were already well known in the United States, and the nine exhibitors offered a varied selection of apparel. The British group presented the leading European challenge at the show.

The Pringle group, now better known in America as Sweaters from Scotland Inc. and including their Ballantyne and Braemar associates, presented a display of Scottish knitwear in fully fashioned luxury cashmere, lambswool, shetland and botany. Pringle also exhibited cashmere scarves and rugs from Johnston of Elgin.

Some of Britain's finest quality shirt creations were displayed by Mr. Harry Menswear, and Kangol Wear added a further variation with an attractive range of fashion headwear, including Scottish 'Tammies'. South Sea Bubble Ltd., with high-fashion knit tops, pants, shirts and casual jackets, appear never to miss a New York Boutique or NAMSB Show. They are now eagerly bought out at each show and attract many customers to the British exhibit. John Comfort Ltd. once again succeeded in pleasing their customers with another excellent range of fashion neckwear in up-to-date fabrics.

Although NAMSB is predominantly a menswear show, on this occasion some 108 firms exhibited both men's and women's wear in their booths. The sole British firm to display women's wear fashions only, however, was Crochetta with a range of fashion knitwear. Sky Blue Fashions, with a boutique-oriented range of unisex tops, slacks and 'bomber' jackets, offered a choice of merchandise to teenagers of both sexes.

Two newcomers to New York were the Alternative Shirt Co., who arranged a joint display of fashion shirts with South Sea Bubble, the distributors of their merchandise in the United States and Daniel of Royal Leamington Spa. The latter exhibited their own brand of leather outerwear together with the well known range by Fink of Northampton.

Avery win big orders from Nigeria show

EXCELLENT sales are reported by Avery Export Ltd. from the recent British Industrial Exhibition in Lagos, Nigeria. Some £20,000-worth of business was won during and immediately after the exhibition. Included in a wide range of Avery weighing machines sold were four of the new all-electronic Avery 1750 price-computing shop scales. Other sales covered a variety of counter, bench and platform scales, most of them of the latest designs.

British leather attracts at Frankfurt

From J. C. Radcliffe, British Consulate-General, Frankfurt: Pirmasens, the Federal Republic's Northampton, was the venue in April for the tenth three-yearly International Footwear Manufacture Fair, (IMS), which this spring for the first time was held concurrently with the sixth Pirmasens Leather Week (PLW).

The fair attracted 462 exhibitors from 17 countries, an increase of 20 exhibitors over 1970. After the Federal Republic with 251 exhibitors, there were sizeable foreign contingents from Italy (82), France (38), United Kingdom (33) and the Netherlands (20). Most European countries and the USA were well represented among the exhibitors, and it was estimated that up to 60 per cent of the 80,000 visitors were non-German, emphasising the strong international attraction of this specialised event.

Eleven British leather manufacturers were grouped in a Joint Venture sponsored by the British Leather Federation and the BOTB, which also co-sponsored a five-member show-machinery Joint Venture with the Leicester and County Chamber of Commerce.

The leather manufacturers were somewhat unfortunate in being in a different hall to their main competitors, but none were dissatisfied with the business done, and some were very content with their results.

Business was brisk from EFTA and EEC countries for leather for the shoe, leathergoods and upholstery industries. The gradual elimination of EEC tariff barriers is definitely making British leather more attractive to continental buyers.

One member of the Leicester group of machinery manufacturers summed up his verdict of the fair in the single word 'fantastic.' The Leicester group showed a wide selection of thermoband presses, laminating presses and heel-spraying equipment and enjoyed a prime position in their hall, visitors and orders coming from virtually every country in the world.

Many of the British independent exhibitors were represented on agents' stands, but a few, especially the synthetics and coated fabrics manufacturers, had their own stands. Steadily rising world leather prices make their products more attractive, and their main problem was not so much lack of orders as lack of capacity.

This was undoubtedly a successful fair, especially for the shoe-machinery and accessories manufacturers, in terms of visitors, inquiries and orders. The leather manufacturers, especially the German contingent, have questioned whether the 12th PLW in 1976 should coincide with the 11th IMS. They found that this year with an April dateline they had not had enough time to prepare the Spring 1974 Modeurop shades, and it may well be that the 12th PLW will not run concurrently with the 1976 IMS.

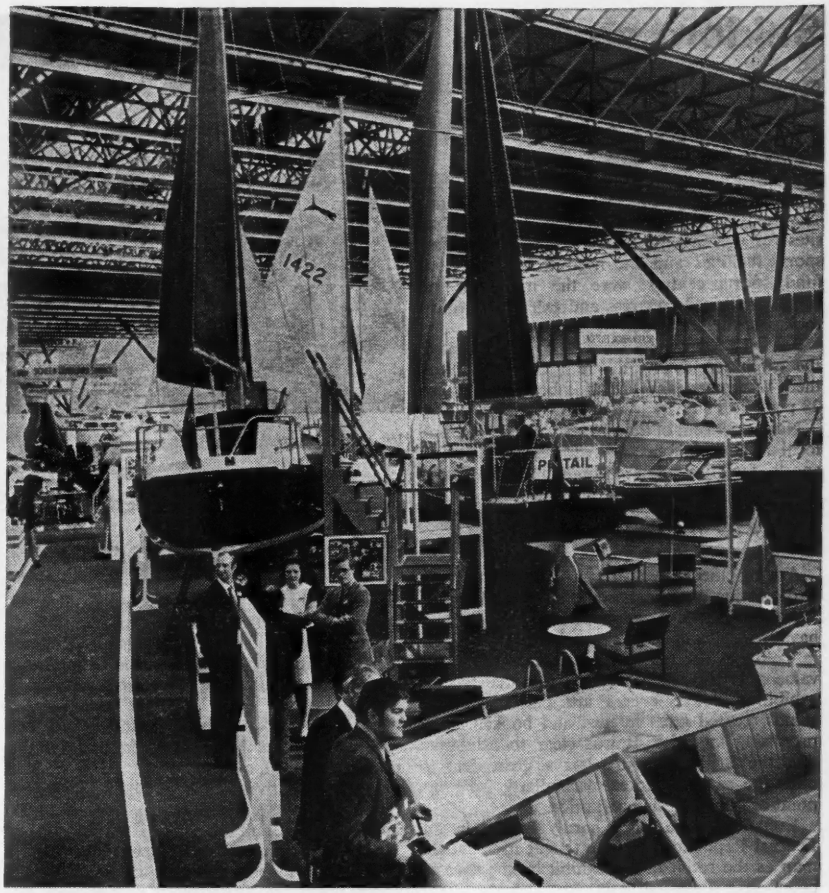
Boat sales linked to facilities at Amsterdam show

From A. Hazebroek, British Embassy, The Hague: The 1973 Hiswa exhibition in Amsterdam was bigger than ever before. The entire floor space of 50,000 sq. m. was taken up, and in addition about 100 boats were on show in the RAI harbour outside.

The largest boat, a 35 ton sailing yacht of 18¼ m. overall length, was on display in front of the main hall. In all, 329 exhibitors (against 315 last year) came from 23 countries of which the main ones were: Belgium, East Germany, West Germany, Denmark, Great Britain, Finland, France, Italy, Japan, The Netherlands, Norway, Austria, Poland, Spain, USA, Sweden and Switzerland.

The United Kingdom was represented by 16 firms in a Joint Venture arranged by BOTB and sponsored by the Ship and Boat Builders' National Federation. Boats and large equipment were attractively displayed in one of the main halls, while water-sport clothing and accessories were located on a balcony stand. Both sites drew a continuous stream of visitors, and all British standholders reported lively interest in their products.

Several British boats were sold at the exhibition, and options were taken on others. One United Kingdom manufacturer considered prospects so good that he will shortly open a sales office in this country offering boats with marina facilities. The only problem was that several Joint Venture participants could not make enough boats to meet the demand.



Several exhibitors at the Amsterdam Hiswa exhibition reported demands beyond their production capacity.

Asking for moorings

A new trend in the Netherlands is that the buyer will often ask for mooring facilities during the boating season and storage facilities during the winter months as part of the deal, as neither is easy to come by in this densely populated country. This development has led to contracts between boat importers and builders on the one hand and yachting harbour and marina operators on the other. There are signs that some importers/distributors have begun to develop such facilities out of their own resources.

A recent survey has brought to light some interesting figures about Hiswa visitors. Some 30 per cent have a general interest in boating, 35 per cent wish to learn about particular boats, etc. and 35 per cent intend to buy. Of those intending to buy, 50 per cent are interested in boats, 20 per cent in engines, and the remainder in trailers and ancillary items including skin-diving and water-skiing equipment.

Fourteen per cent wish to pay less than £300, 23 per cent between £300 and £700, 24 per cent between £700 and £1,500, 9 per cent between £1,500 and £2,000, and 15 per cent over this amount. A total of 25 per cent of visitors were prompted to attend as a result of advertisements in newspapers and magazines, and 22 per cent through magazine and newspaper articles.

In conjunction with the exhibition a symposium was held at the Rai Congress Centre about important developments in yacht building, one of the papers being read by a British expert.

The Hiswa Boat Show is an important European event at which most major firms exhibit, and there is good business to be done. The firm of BV Botin have reached agreement with Jack Rowles to distribute the latter's range of Express cruisers, making them one of the leading international distributors in Europe. Their sales of British boats reached some £600,000 in 1972 and are expected to top £800,000 this year.

Paris Air Show

THREE British Consular Commercial Officers serving in USA will be attending the Paris Air Show: Barry Smedley (Los Angeles), Tom Alexander (Seattle) and Roger Clarke (New York). They will be available from May 28-30 and will be glad to discuss opportunities in the US market with representatives of British companies. They can be contacted at the SBAC information stand, No. 551.

ELB

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Seldom so successful in Cologne

From R. A. Tempest, British Embassy, Bonn: The needs and the problems of securing suitable sites for the anticipated increasing demand for sports facilities and the need to develop and fund sports centres were the main themes at the combined congress and exhibition which took place in Cologne in April.

Some 12,500 visitors from 39 countries visited the exhibition during the four days, 1,650 of them foreigners. The total number increased by 28 per cent compared with two years ago.

Ninety per cent of the visitors were members of local authorities concerned with the provision of sports facilities, stadium-building contractors, architects, sportsmen and also members of the international Olympic committee. They were able to see the products of 300 exhibitors, including 66 foreign firms.

Among the foreign firms were 17 British, participating on a joint stand sponsored by the Building Centre, London and BOTB. Seldom have British exhibitors had such a successful fair in Cologne. The fair cannot be evaluated in the value of orders taken, as this is not that type of exhibition where orders are placed, but all stands created great interest and booked many promising inquiries. It was clear to exhibitors that the British industry has a great deal to offer the export market, particularly from the point of view of design and price.

Even squash, a sport hardly known in the Federal Republic, was able to put itself on the map as the result of the exhibit by the squash-court firm Petri-Brittanix.

At the closing press conference, there was lengthy discussion on the timing of the exhibition. Many felt that November would be a more suitable month, particularly as most local authorities would still be able to budget for expenditure for the following year.

Visitors to British stands at the Detroit microfilm exhibition.

'Fantastic' response at Detroit microfilm show

From E. W. Busby, British Consulate-General, Detroit: 'A fantastic response to our products.' This was the verdict of one British exhibitor at the conclusion of his company's first appearance at a recent exhibition of microfilm equipment in the USA.

The occasion was the annual conference and exhibition of the National Microfilm Association in Detroit, where over 10,000 visitors (mainly executives and middle-management) registered for the conference. A total of 14,000 attended the exhibition.

Seven British companies exhibited as a Joint Venture under the combined sponsorship of the Drawing Materials Manufacturers and Dealers Association and the BOTB.

While five of the British participants were newcomers to the American scene, the remaining two—Caps Microfilm Ltd., and Ozalid Ltd.—were old hands at the game. Both had exhibited at past shows in the US, and the exposure they had gained for their products then and the promotional work carried out in the interim had enabled them to conclude arrangements this year for nationwide distribution.

Group Six Ltd., although exhibiting for the first time, already had one of their readers currently under evaluation by the United States Library of Congress and reported very favourable comment by visitors. A large number of would-be distributors had expressed interest in the company's line and will be the subject of evaluation before distribution arrangements are concluded.

Scottish Instruments Ltd. were also very happy about the keen interest in their machines evinced by an equally impressive number of candidates for dealerships. When final arrangements have been made about 50 machines will be shipped to the US to support the drive for business in this burgeoning market.

Of the remaining three British exhibitors, who were grouped with Caps Microfilm Ltd., Imaging Technology Ltd. reported particularly successful results with their microfilm reader-printer. Howard Smith Precision Optics Ltd. (whose optical components are incorporated in Caps Microfilm instruments) and Venex Technical Developments Ltd. (whose papers were demonstrated on the reader-printer machines on display) were equally pleased.

First European Watch, Clock and Jewellery Exhibition held in Basle

From I. H. May, H.M. Consul, Basle: An exhibition within a fair is perhaps the best way of describing the first European Watch, Clock and Jewellery Exhibition which formed an integral part of the 1973 Swiss Industries Fair. Watches, Clocks and jewellery have always been among the most important exhibits at the Fair, and this year the organisers decided to open that part to all European countries that are members of EEC or EFTA.

Britain was represented by two Joint Venture stands arranged by the British Overseas Trade Board. The trade association sponsoring the Joint Venture stand in the watch and clock section with nine firms was the British Clock and Watch Manufacturers' Association. The Export Council for the Jewellery and Giftware Industries sponsored the stand in the jewellery section, at which 26 firms exhibited.

A first venture at a first exhibition is to some extent an experiment, and this applied both to the organisers and the British stands. Requests for space in the jewellery section took the organisers by surprise, and quite a number of non-Swiss firms were not able to obtain space. This also applied to some firms who wanted space in the watch and clock section. The largest contingent of non-Swiss firms exhibiting this year came from Germany, followed by France, with Britain in third place.

No spectacular figures of business done were announced by the British firms, but those in the watch and clock section were understood to be very satisfied with the inquiries and the business transacted. Exhibitors in the jewellery section were not unanimous, although those firms whose products were aimed at the European and international market and who had prepared the ground by contacting agents and their other outlets, reported satisfactory business.

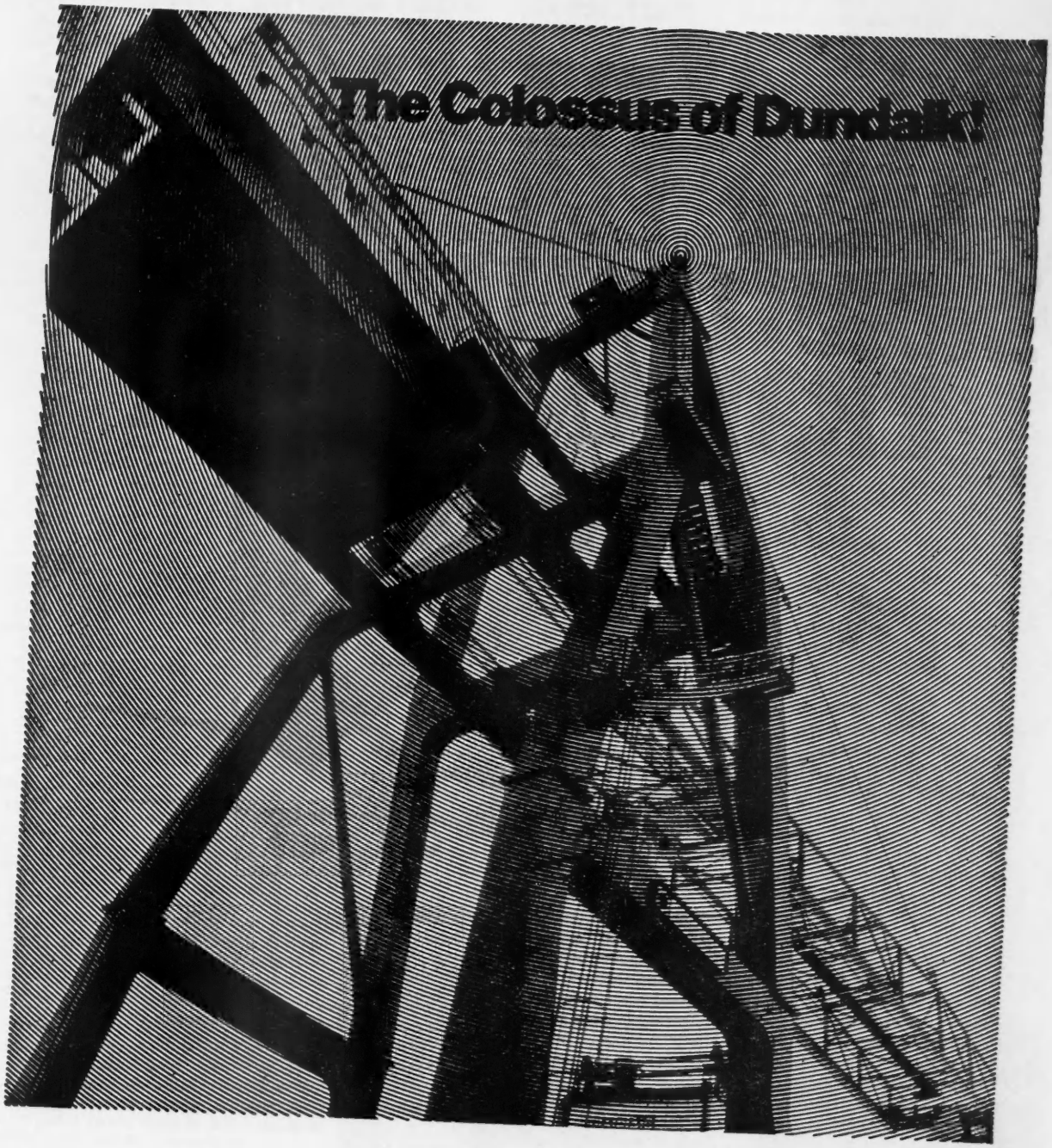
Crystal gazing is a doubtful way of looking into the future even at a jewellery fair, but from information obtained after the closing it would appear that the Basle European Watch, Clock and Jewellery Exhibition is shaping up to become the most important one in this field in Europe, and 140 new firms that did not exhibit this year have now applied for space in 1974. The organisers have already announced plans for increased space to be made available to the watch, clock and jewellery sections. The closing date for applications for 1974 is May 15 this year.

Disappointing business at this year's Igedo

From H. C. von Massenbach, British Consulate-General, Dusseldorf: A group of 13 British fashion producers, sponsored by the Clothing Export Council in conjunction with BOTB, exhibited in a Joint Venture at the five-day IGEDO, Dusseldorf's International Fashion Fair in April. Twelve other British firms exhibited independently.

With nearly 300 foreign participants, the significance of this event as an international fashion fair was once again underlined. The total number of exhibitors was over 1,200. The number of visiting buyers was down by 6 per cent on the April 1972 attendance, due in part to the winter weather and the high stock-levels in the retail trade.

Although a number of the British exhibitors did satisfactory business, most were disappointed by the general restraint of the German buyers in particular. With the south of Germany under snow, German buyers were little inclined to fill up their stocks with more summer merchandise.



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CARGO SYSTEM

Successful curtain-raiser to British Shopping Week in Munich

From Eileen Slegg, British Trade Drive Office, Munich: The first large British participation in the Munich Light Industries and Handicrafts Fair coincided with the fair's 25th anniversary.

The fair has been much rationalised in recent years, but an extremely broad range of products is still shown—arts and crafts to machine tools. There were 2,700 exhibitors from 45 countries, and all 20 halls of the Munich fairgrounds complex were occupied, some 80,000 sq. m. The fair remains very popular with the Munich public, who made up a large part of the 370,000 visitors. Nevertheless, there were quite a number of trade visitors.

The BOTB-sponsored Joint Ventures occupied the whole of hall 1, covering an area of 728 sq. m. Eleven firms exhibiting with the British Furniture Manufacturers Export Club showed products ranging from reproduction and upholstered furniture to ships furniture and accessories and glass paintings. Seven carpet manufacturers were sponsored by the British Carpets Export Promotion Council and showed a colourful selection of Axminster, Wilton and tufted carpets. Royal Doulton Tableware exhibited attractive coffee and dinner sets and china figurines, while the British Artmetal Manufacturers Export Club had an eye-catching display of brass and copper giftware. In addition, Stanley Tools were exhibiting separately in the tools and machine tools section.

A major aim of the Joint Ventures was to develop a demand from both retailers and public for the British consumer goods on show, which it was hoped would be ordered in time to be in the shops for the British Shopping Week in Munich from November 2-10.

To a fair degree this aim was achieved. Among the 200 or so shops participating in the week, 40 who handle the sort of goods on show were specially invited to visit the British display and also to attend a small party given for them. Nearly all the most important shops, including all the big department stores, and some of the smaller shops sent representatives. Some orders were placed on the spot, and inquiries from other appeared likely to lead to orders. In some cases, the buyers were new customers for the exhibitors.

The exhibition also excited a lot of public interest, and local agents and shops will be able to take advantage of this. As one exhibitor explained: 'Our presence at the fair couldn't have been better publicity for us'.

The opportunity was also taken to give the Munich public some advance information about the shopping week: some 20,000 leaflets were distributed from the official information stand in the British hall, which was manned by members of the British Trade Drive Office.

In addition to the interest aroused for specifically the Shopping Week, the Joint Ventures can also be counted as generally successful. Most British exhibitors were satisfied with their participation. Many took orders from customers outside Munich. Several opened accounts with new customers. One or two appointed agents. Almost all were satisfied with the interest shown in their goods.

Zagreb Spring Fair bigger than ever

From D. Montgomery, British Consulate-General, Zagreb: The annual International Spring Fair in Zagreb has never been as large or as popular with exhibitors as its annual autumn counterpart, and this year's Fair was no exception. Once again its success prospects were not enhanced by inclement weather on most days.

The pattern of former spring fairs was repeated in that it was divided into a number of sections each of which operated under a broadly classified trade grouping, and which were presented in the form of mini-fairs.

Apart from these mini, and for the most part modest, events, the central theme of the main event was that of an International Consumer Goods Fair.

The Zagreb Fair authorities claim that there were more than 400 foreign exhibitors from some 26 countries and that the total attendance figure for the seven days of the Fair was about 200,000. The Spring Fair is, of course, open to the public every day.

British representation at the fair centred on an official stand sponsored by the DTI and the London Chamber of Commerce. The official stand was in two sections. One was located in a pavilion adjacent to the Transport, Communications and Mechanical Handling Fair, and the other on an outside site alongside that same pavilion. Although the number of exhibitors on the official stand was small it was clear to all visitors from some distance away that they were approaching the British sector. This was partly explained by the Union Jacks and other official display material put to good use by the representatives of Jones Cranes and Lancer Boss on the outside site.

After a quiet start to the Fair, both firms reported that satisfactory business had been concluded.

Other British firms exhibited individually in the various sub divisions of the Fair. These included Coles Cranes, Aveling Barford, J. C. Bamford Ltd. in the mechanical handling section and Fothergill and Harvey in the Plasteks section.

MISSIONS and TOURS

Far-East food and drink mission 'best yet'

ON HIS RETURN after a 15-day British Food Export Council mission to Hong Kong and Japan, Mr. Norman Wood of Associated British Foods Ltd. said it was without doubt the most effective of the five selling missions that the Council had sponsored to the area. 'There were 22 British food companies taking part, and every one reported progress of one kind or another, especially in Japan'.

Barker and Dobson, the sugar confectionery firm, signed orders in Hong Kong for seven container-loads of sweets (worth about £30,000) which was equivalent to their entire 1972 Hong Kong sales. Matlow Bros., with a range of confectionery products specially packaged for supermarkets, took a 3 ton order in Hong Kong, and an initial £8,000 order in Japan which is expected to repeat every two months.

Bulmers sold two containers (1,500 cases) of Pomagne to Japan. Distillers Co. Ltd. signed up a stake in the growing local bread and wheatflour confections industry in Hong Kong by negotiating a contract to supply the leading plant baker with active dried yeast. Colour Library International, who specialise in colour pictures for use on food packaging, did £20,000 worth of business in Tokyo.

World tour by Margo chairman

A 40,000 mile world tour has been completed by Mr. Andrew Sinclair, chairman and managing director of Margo Fabrics Ltd. One result of the trip is the setting up in New Zealand of Margo Fabrics (NZ) Ltd. The new company will largely weave Margo yarns, and Mr. Sinclair obtained orders worth £20,000 to start the company off.

In Australia he visited each state capital and took initial orders from furniture manufacturers worth £30,000 for new Margo designs.

Mr. Sinclair thought that Australia, and to a lesser extent New Zealand, offered a lot of licensing scope for UK furniture manufacturers.

The world tour coincided with the announcement that a new subsidiary, Margo International Fabrics Ltd., has been launched to serve the contract and retail trades, and that Margo Fabrics Ltd., is to devote itself exclusively to weaving upholstery cloths for the furniture manufacturing industry.

Mr. Roydn John (left) production director of Avon Heat Transfers Ltd. of Bristol and Mr. Norman Sage, managing director, examine a reel of printed transfer paper on their new 86 in. flexographic press installed at the company's works. Mr. Sage is visiting the United States and Canada this month to demonstrate his company's range of heat-transfer papers to the textile trade, including the Atlantic City Knitting Arts Exhibition this week. He will visit New York, Toronto and Montreal.

The Commonwealth looks at metrication

REPRESENTATIVES from 28 countries and from the East African Community attended the Commonwealth Conference on Metrication, held at Marlborough House, London, from April 24 to 28. All important aspects of metrication were reviewed, and the exchange of opinions and experience proved of outstanding benefit to participating countries.

Following a general survey of progress in individual countries, there was complete agreement on the inevitability of the change and on the urgent need to press ahead so as to achieve speedy completion consistent with the resources and circumstances of each country. All saw the prospect of substantial benefits from the changes on which they were engaged.

Topics discussed included how the change is being organised and directed, ways in which the interests of consumers are being safeguarded, and the role of information and publicity. An effective information policy was felt indispensable to any programme of change. Information programmes needed to be carefully directed to the right audience at the right time through the right media. The task of informing people about the metric change was not for the metrication authority alone but the authority must provide the leadership and act as the catalyst and stimulant. There was additionally an important part to be played by government departments, industry, and all others concerned in the change. The effectiveness of an information programme could be greatly enhanced by the development of programmes and timetables for the sectors of interest to consumers, by evidence in day to day events that the change was really happening and seen to have continued government support.

Stress was laid on the importance of progress in education and industrial training. The significance of industrial standards, the need for uniformity in using metric units, and the conversion of measuring and weighing equipment were also discussed. A matter of concern to all the participating countries was the need for timely amendment of legislation. The conference also examined the role of international institutions in establishing international standards.

Some countries have virtually completed the change, some are well advanced and see the end of the change-over within three years, a few foresee the transition extending over a longer period, and others are only now embarking on the change. All countries attached great importance to the proposals for a change-over by the United States of America now under discussion by Congress, both because of that country's trading importance and because of its technological influence. Those countries which are well advanced with the change-over were able to report that they had not met any serious problems in industry and that the impact on consumers had not given rise to the difficulties which some had expected.

There was agreement that the existing arrangements for the exchange of information would be strengthened by the personal links established at the Conference and by the fuller knowledge of how each country was carrying forward the change to metric. The many informal and personal discussions outside the Conference room had been of inestimable value.

The Conference expressed its appreciation to the Commonwealth Secretariat for convening and organising the meeting and to the Director of the British Metrication Board, Mr. Gordon Bowen, for his chairmanship of the working sessions.

A special business risk

UK FIRMS are occasionally offered sub-contracts to supply goods or services in this country to main contractors who have few or no assets here and whose main activities are abroad. If the main contractor defaults on payment, legal action in this country by the sub-contractor may result only in a judgement which cannot be enforced, and legal action abroad may be too difficult or expensive. Firms, particularly small ones, considering offers of this kind should take special care. They should certainly make all the inquiries they can about the commercial standing and credit-worthiness of the main contractor. They may also find it advisable to consider negotiating either credit insurance or a form of payment and/or performance guarantee as a protection against default. Because there is no export of either goods or services ECGD cover is not available. Small Firms Division of DTI have however information on some insurance facilities and will make this available to inquirers (tel: 01-834 4422 Ext 337). The Division would also be interested to hear from other insurance houses willing to offer facilities.

Origin marking requirements of the Trade Descriptions Act 1972

THE Secretary of State for Trade and Industry has received a considerable number of representations from the pre-packed food industry about the problems of complying with the marking requirements of the Trade Descriptions Act 1972 by June 29, 1973—when the existing temporary relaxation expires; he therefore intends to make a further order extending the relaxation until June 29, 1974, in line with the temporary relaxation for canned and bottled foods.

Notes

The Act makes it an offence for any person, in the course of a trade or business, to supply or offer to supply goods manufactured or produced outside the United Kingdom, to which has been applied a United Kingdom name or mark (or anything likely to be taken for a United Kingdom name or mark) unless the name or mark is accompanied by a conspicuous indication of the country of origin.

The Secretary of State has power under the Act to give directions for excluding or relaxing the marking requirements in relation to goods of any description, if he is satisfied that to do so would not materially impair the interests of persons in the United Kingdom to whom those goods may be supplied. Such exclusion or relaxation may be given for a limited time or indefinitely and may be varied or withdrawn.

The Act is to be read with the Trade Descriptions Act 1968 and enforcement is carried out by local weights and measures authorities.

The two existing temporary relaxations for food are covered in Statutory Instrument 1972: No. 1887 (other relaxations and exclusions are in SI 1972: No. 1886 and SI 1973: Nos. 50 and 51).

Problems have arisen because for some produce there is a wide variety of possible sources and the six months relaxation has proved insufficient to enable the necessary labelling to be prepared. Shopkeepers who still held incorrectly marked stock after June 29 would be at risk of prosecution and the new direction will avoid this.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and nor-

mally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 17.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.21	Iodofenphos	as in previous column	December 31, 1973	14334
73.09	Universal plates of iron or steel	Steel plates	October 1, 1973	14486
73.10	Bars and rods of iron or steel, in coils, of circular cross-section and having a diameter not less than 13 millimetres and not greater than 28.5 millimetres	Iron and steel wire rods	July 31, 1973	14473
	Iron or steel rods, in coils, hot-rolled, of circular cross-section and having a diameter not greater than 13 millimetres	Iron and steel wire rods	July 31, 1973	14473
73.11	Angles, shapes and sections of iron or steel, hot-rolled or extruded, not drilled, punched or otherwise fabricated or clad	Steel sections	October 1, 1973	14486
73.15	Bars and rods of high carbon steel, in coils, of circular cross-section and having a diameter not less than 13 millimetres and not more than 28.5 millimetres	Iron and steel wire rods	July 31, 1973	14473
	High carbon steel rods, in coils, hot-rolled, of circular cross-section and having a diameter not greater than 13 millimetres	Iron and steel wire rods	July 31, 1973	14473
90.09	Photo-reduction apparatus employing step and repeat operation in increments of integer multiples of 25.4 micrometres having an intrinsic repeatable positional accuracy in two axial directions of plus or minus .254 micrometres or better relative to an alignment datum over an area of not less than 76.2 millimetres by 76.2 millimetres. The overall accuracy of the system is plus or minus 2.032 micrometres in two axial directions over an exposable area of 101.6 millimetres by 101.6 millimetres. The resolution is 650 line pairs per millimetre or better over a projected area of 8 millimetres diameter. The apparatus step and repeats at a speed of 5 millimetres/second	Photo-reduction apparatus	September 4, 1973	12462
	Reticle alignment apparatus having an alignment accuracy of plus or minus 1.016 micrometres or better incorporating two independently adjustable matched microscopes having a magnification of 340 times or better to enable a master mask to be positioned to an accuracy of 1 micrometre when using a fiducial spacing of not less than 40.64 millimetres and not more than 66.04 millimetres	Photo-reduction apparatus	September 4, 1973	12462

Greece and Hungary

THE validity of the trade protocol between Greece and Hungary signed on February 5, 1971, has been extended for another year until December 31, 1973. Copies of the protocol and lists of goods exchangeable (in French) can be seen at Overseas Tariffs and Regulations Section, Export Data Branch, Export House.

EDB ext. 420/475

Yemen Arab Republic: notes for business men booklet

A SHORT 'Notes for business men' booklet to replace the 'Provisional information note' of November 1970 (amended January 1972) is available to British business men who intend visiting the Yemen Arab Republic, from Export Services and Promotions Division, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7081/7145/7146).

TARIFF & TRADE NOTICES

Greece

SUSPENSION OF IMPORT DUTY AND TAXES ON BOVINE ANIMALS: It has been announced in the Greek financial paper *Express* of February 8, that from February 6 the import duty and other taxes have been suspended on bovine animals of a weight of more than 220 kg intended for fattening, and their meat. This suspension does not include fillets, sirloin and steaks, boneless or otherwise.

EDB ext. 420/475

Gibraltar

CUSTOMS TARIFF AMENDMENTS: The *Gibraltar Gazette* of April 6 published Legal Notice 27 of 1973 amending the First Schedule to the Imports and Exports Ordinance:

a So that all items on which the preferential rate of duty differed from the general rate be altered to equate to the general rate of duty, if any; and

b By deleting Items 1, 3, 4, 5, 6, 7, 8, 9 and 22 of the first part and substituting the following:

Item no.	Article	Duty
1	Malt liquor per gallon	31.33p
3	Whisky, in bottles, per gallon	332p
	Whisky, in casks, per gallon	325p
4	Brandy, in bottles, per gallon	330p
	Brandy, in casks, per gallon	320p
5	Gin, rum and other spirituous liquors, other than liqueurs:	
	a in bottles, per gallon	368p
	b in casks, per gallon	361p
6	Liqueurs and cordials irrespective of strength per gallon	368p
7	Perfumed spirits irrespective of strength	35% *ad valorem*
8	Manufactured tobacco, not otherwise enumerated, including chopped, pressed or packed, shredded, long cut and rolled, plug, snuff, siftings and cigars, per lb	206.39p
9	Manufactured cigarettes, per lb	71.25p
	with additional duty per 1,000 cigarettes	368p
22	a Articles of jewellery:	
	i Any small objects of personal adornment (gem-set or not) (for example, rings, bracelets, necklaces, brooches, ear-rings, watch-chains, fobs, pendants, tie-pins, cuff-links, dress-studs, religious or other medals and insignia); and	
	ii Articles of personal use (other than watches and fountain pens, including ball-point pens) of a kind normally carried in the pocket, in the handbag or the person (such as cigarette cases, powder boxes, chain purses, cachou boxes);	15% *ad valorem*
	b Imitation jewellery; articles of jewellery within the meaning of paragraph (a) of this item, not incorporating pearls, precious or semi-precious stones (natural, synthetic or reconstructed) nor (except as plating or as minor constituents) precious metal or rolled precious metal, and composed—	
	i Wholly or partly of base metal, whether or not plated with precious metal: or	
	ii Of at least two materials (for example, wood and glass, bone and amber, mother of pearl and artificial plastic material), no account being taken of materials (for example, necklace strings) used only for assembly, or of paint, varnish, pearl essence or similar coating materials:	15% *ad valorem*
	c Pearls, whether real, cultured or artificial	15% *ad valorem*
	d Precious and semi-precious stones (natural, synthetic or reconstructed)	15% *ad valorem*
	e Precious metal: silver, gold, platinum and other metals of the platinum group (iridium, osmium, palladium, rhodium and ruthenium);	15% *ad valorem*
	f Rolled precious metal: material made with a base of metal upon one or more surfaces of which there is affixed by soldering, brazing, welding, hot-rolling or similar mechanical means a covering of precious metal. The expression is also to be taken to cover base metal inlaid with precious metal.	15% *ad valorem*

EDB ext. 471/472/473/462

Israel

SURCHARGE AMENDMENTS: The Israeli authorities have issued the following amendments to items on which surcharge is levied:

Tariff item no.	Description
23.02	Bran
51.01	Yarn of continuous man made fibres, not put up for retail sale
51.03	Yarn of continuous man made fibres, put up for retail sale
53.06	Yarn of carded wool (woollen yarn), not put up for retail sale
53.07	Yarn of carded wool (worsted yarn), not put up for retail sale
53.08	Animal hair yarn (excluding horse and other coarse animal hair), not put up for retail sale
53.10	Yarn of wool or other animal hair (not coarse), put up for retail sale
ex 56.01	Man made fibres (discontinuous), artificial, not carded, combed or otherwise prepared for spinning
56.05	Yarn of man made fibres (discontinuous or waste), not put up for retail sale
56.06	Yarn of man made fibres (discontinuous or waste), put up for retail sale
ex 58.07	Chenille yarn and gimped yarn
Various tariff item nos.	Aromatic or flavouring substances in a separate state, used in the food, cosmetic or soap industries, excluding benzophenone, benzyl acetate, terpineol, isobutyl acetate, ethyl acetate and methyl salicylate, terpenic by-products of BN 33.02 and elliptic alcohols composed of not less than 7 and not more than 13 carbon atoms.

The following items are repealed:

10.06.9900	Rice, other than rough
Chapter 48	Sanitary handkerchiefs or towels
Chapter 48	Heat-sealing bags for teabags
59.03	Bonded fabrics not exceeding 20 gm/m² of heat-sealing kind for production of small bags for packing tea.

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

PURCHASE TAX: The Israeli authorities have issued amendments to the Israeli Purchase Tax Order which affect the following items:

Carbon paper and similar copying paper
Soap and toilet preparations
Yarns and thread—
Synthetic, of discontinuous fibres not containing discontinuous fibres of a length exceeding 60 mm in any percentage whatsoever.
Carded, of wool or man made discontinuous fibres of a length exceeding 60 mm.
Combed and semi-combed of wool or of discontinuous synthetic fibre containing any percentage of discontinuous fibres of a length exceeding 60 mm.
Articles made of expanded foam or sponge rubber or plastics. Under this heading, the following articles are now exempt: soles, heels, including soles with heels
Plates, sheets, foil, strip of film made of plastic material, which is not of fibre or of yarn or thread, whether or not expanded, foamy or spongy, whether or not in for the form of sleeves and whether or not on a foundation of some other material.

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

FOOTWEAR—AMENDMENT TO ORDER: The Israeli authorities have issued an amendment to the Commodities and Services (Control) (Marking of Shoes) Order 1965 regarding footwear. Details are available. **EDB ext. 420/475**

Algeria

AGRICULTURAL TRACTORS—IMPORT BAN LIFTED: The Algerian *Official Journal* of February 21, 1973, announced that the Prime Minister has lifted the ban on importation of wheeled agricultural tractors (category 87.01). **EDB ext. 420/475**

IN ITALY

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The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Iraq

SHIPMENT OF GOODS VIA BEIRUT: A notice in *Trade and Industry*, April 5 (page 17) gave information about a requirement by the Iraqi authorities that shipment of goods to Iraq should be made via non-Lebanese ports. It has now been reported that, although no official announcement has been made, shipments of goods consigned to Iraq via Beirut are again permitted. There is still some restriction on the import of goods taken from store in Beirut free zone which were not, in the first place, specifically consigned to Iraq, but this does not apply to goods ordered by Iraq passing through the free zone or awaiting transport there.
CRE ext. 3454

Morocco

IMPORT DUTY AMENDMENTS: The Moroccan Finance Minister has announced amendments to the rates of customs duty on goods under the following headings:

03.03	Crustaceans, molluscs, etc.—changes applicable from March 5, 1973
13.01	Raw vegetable material for dyeing and tanning—changes applicable from February 19, 1973

EDB ext. 420/475

Ivory Coast

IMPORT OF RADIOS: It was announced on March 20, 1971, that the importation into the Ivory Coast of combined radio sets (tariff position 85.15.B11) of a cif value equal to or under 7,000 CFA francs per unit would be prohibited so as to protect the local manufacture SAR. It has now been announced that from now on special authorisations will be given for import of such combined radio sets since SAR does not manufacture them.
EDB ext. 472

Mauritius

IMPORT CONTROL OF PLASTIC DRINKING STRAWS: Mauritius Government Notice 29 of 1973 announces the necessity for importers to obtain an import licence to import plastic drinking straws into Mauritius from, *inter alia*, the United Kingdom.
EDB ext. 471/472/473/462

Kenya

SALES TAX: The Sales Tax Bill 1973, published in the *Kenya Gazette Supplement* of April 13, introduces a 'sales tax' with effect from April 16 on a wide range of imported goods. The tax is payable by the Kenyan registered importer. Goods manufactured in Kenya from imported materials will be subject to 'sales tax' with effect from the passing of this Sales Tax Bill by the National Assembly. Details are available from Overseas Tariffs and Regulations Section, Export Data Branch. **EDB ext. 471/472/473/462**

South Africa

CUSTOMS TARIFF CHANGES: The following changes were announced in the South African *Government Gazette* of April 5, 1973:

1. The duty on pitch is reduced from 20 per cent to free. BN 27.08
2. The provision for a rebate of duty on unmanufactured dark [air-cured Virginia-type leaf-tobacco is withdrawn. BN 24.01
3. The duty on bolts and nuts of iron or steel (excluding those identifiable for use in aircraft) is amended from 20 per cent or 440c per 100 kg to 20 per cent or 6,600c per 100 kg less the fob price (General) and 20 per cent or 440c per 100 kg (MFN). BN 73.32
4. (1) The provision for a rebate of duty on pitch for the manufacture of rubber products, is withdrawn. BN 27.08
   (2) Provision is made for a rebate of the full duty on gaskets of rubber for the manufacture of aerosol valves. BN 40.14
   (3) Provision is made for a rebate of the full duty on artificial plastic tubing for the manufacture of power take-off shaft guards. BN 39.02
5. Provision is made for a drawback of the full duty on acetals, artificial resins and plastic materials of polycarbonate, unframed mirrors of float glass and ball and roller bearings, used in the manufacture of rear-view mirrors, for export. BN 29.10, 39.01, 70.09, and 84.62 **EDB ext. 471/472/473/462**

CUSTOMS TARIFF APPLICATIONS: Customs Tariff Application List 589, published in the South African *Government Gazette* of April 20, contains an application to the Board of Trade and Industries for increase in duty on:

1 Epoxy resins
2 a Acetone (propanon)
  b Butyl alcohols
  c Butyl acetates
  d Ethyl acetates
  e Methyl ethyl ketone and methyl isobutyl ketone
3 a Epoxy resins in blocks, lumps, powders and similar bulk forms
  b Vinyl acetate polymers and copolymers
4 Sodium hydroxide (caustic soda)
5 Paraffin pressure stoves
6 Certain bearings

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Any firm proposing to make independent representations to the South African authorities and requiring further information concerning the application, should address inquiries to the Commercial Relations and Exports Department. **CRE ext. 2274**

The Gambia: renaming of Bathurst

THE name of the capital of The Gambia was changed from Bathurst to Banjul on April 24, 1973. **CRE ext. 3064/3331**

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

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AGRICULTURAL DEVELOPMENT BOARD
MINISTRY OF AGRICULTURE
TRIPOLI, LIBYA.

The board invites international Contractors to submit bids for the reclamation and development of 1800 hectares at Obari and Fujij districts in Fezzan Province.

Specifications are obtainable against a fee of 150 Libyan dinars from the Board at the Council of Ministers Building, Tariq El Fatth.

Closing date for this tender is 2nd June, 1973.

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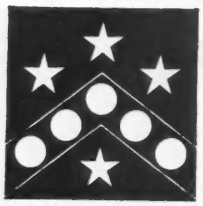

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Nigeria

EXCHANGE CONTROL: Details of the Exchange Control (Payments for Import) Order 1973 were published in *Trade and Industry*, April 12, 1973 (page 93). Telegraphic information has been received from the British High Commission in Lagos that Paragraph 2 (b) of the Order should be interpreted as meaning '90 days from date of shipment of goods as shown on Bill of Lading. Where goods are in transit for more than 90 days, payment will be made on arrival.' **EDB ext. 471/472/473**

Thailand

BUSINESS TAX REDUCTION—CARBON ELECTRODES: The Thai Government has issued a royal decree announcing the reduction of the business tax rate on carbon electrodes for iron or steel smelting (customs tariff no. 85.246) from 7 per cent to 1.5 per cent. **EDB ext. 401/468/469**

Singapore

CUSTOMS DUTIES AMENDMENTS—Sweetened condensed milk: The Singapore *Government Gazette* has published the Customs Duties (Exemption) (Amendment) Order 1973, which amends the Customs Duties (Exemption) Order 1967 by deleting item 30, on Part 1 of the Schedule.

Plastic materials: The Singapore *Government Gazette* has published the Customs Duties (Amendment No. 2) Order 1973 which amends the Customs Duties Order 1971 by deleting '25 per cent or $150' in columns (4) and (5) code 581 205-9 and inserting in each case the word 'Nil'.

Australia

MARKING AND STANDARDISATION OF IMPORTED PACKAGED GOODS: A notice was published in *Trade and Industry*, May 4, 1972, about the Australian Government's legislation on imported packaged goods. The Australian Minister for Customs and Excise has announced that amendments to the Commerce (Imports) Regulations and the Customs (Prohibited Imports) Regulations impose requirements on the method of stating the weight or measure on imported packaged goods.

The new regulations provide that all packaged goods (whether for wholesales or retail trade) shall be clearly and prominently marked in a prescribed manner with the net weight or measure, with special reference to the position on the package, the size and style of print and classes of goods which should be marked in terms of weight or of measure. The legislation provides, also, for the prohibition or qualification of misleading or extravagant expressions, such as 'full' pound, 'giant' size etc. The regulations also provide that certain basic staple foodstuffs and a number of other commodities used in the household may be imported only in specified standard sizes to simplify comparison of the value of one size with the value of another size of the same commodity. The new regulations, which will operate from June 1, 1973, are designed to apply to imported packaged goods the same requirements that apply to locally packaged goods for the whole of Australia.

Until sole use of imperial measures is phased out, expected to be about January 1, 1976, packaged goods may be marked solely in the imperial system, solely in the metric system, or dual marked.

Policing of the packaging provisions will be by random check and will include:

a The label, for conspicuous marking of the 'net' weight or measure in the manner and position prescribed (use of the word 'gross' or words 'gross weight' in relation to quantity marking is prohibited).

b Use of the English language and Commonwealth legal units of measurement to express the weight or measure.

c Size of print.

b Country of origin.

The general provisions of the legislation are set out in a booklet

entitled *Marking and Standardization of Packaged Goods Imported in Australia* published in January 1972, obtainable from Overseas Tariffs and Regulations Section, Export Data Branch.

EDB ext. 401/468/469

RESULT OF BY-LAW TARIFF BOARD INQUIRY ON DIGITAL CLOCKS: A notice in *Trade and Industry*, June 29, 1972, stated that a reference had been made to the Australian Tariff Board in respect of by-law entry of digital clocks (tariff item 9.04). The inquiry has now been completed and as a result digital clocks have been prescribed for admission into Australia under by-law item 19 from April 18, 1973. **EDB ext. 401/468/469**

RESULT OF DUMPING TARIFF BOARD INQUIRY ON GOODS WAGONS: A notice in *Trade and Industry*, January 20, 1972, stated that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on goods wagons (tariff item 86.07). The inquiry has been completed and it was found that goods wagons (i.e. ore trucks and ballast wagons) have not been imported into Australia at dumping prices. Dumping investigations have now been withdrawn. Ref. CRE 858/72.

CRE ext. 2318/2319

New Zealand

CUSTOMS TARIFF INQUIRIES—FISH PREPARATIONS, VINYL FLOORCOVERINGS, RULERS, SOYA BEANS: (1) Fish preparations. Following receipt by the New Zealand Minister of Customs of a report from the Emergency Protection Authority in which the Authority recommended that a temporary additional duty of $10 per 100 lb. be imposed on imports of fish preparation of tariff item 16.04.009 from all sources except Australia and South Africa, and that a temporary additional duty of $10 per 100 lb. be imposed on the goods of tariff item 16.04.019 when imported from all sources except Australia, South Africa and developing countries, the Government has decided to impose the additional duty recommended in both cases on imports of the goods from all sources except Australia. The temporary additional duties were imposed on the fish preparations of tariff item 16.04.009 with effect from October 6, 1972, and on the goods of tariff item 16.04.019 with effect from February 2, 1973. In accordance with the provisions of the Tariff and Development Board Act the Minister of Customs has asked the Board to undertake an inquiry and report on the nature and degree of protection, if any, it considers necessary to protect the New Zealand industry against imports of fish preparations classified in tariff item 16.04.009 and fish preserved in airtight containers classified in tariff item 16.04.019. In addition, and acting on a suggestion by the Emergency Protection Authority, the Minister has also asked the Board to include preparations of crustaceans and molluscs of tariff item 16.05.009 in the terms of reference for the inquiry.

In terms of the above reference the Board will, in accordance with its normal procedures, conduct a public hearing for the purpose of taking evidence commencing at 10.30 a.m. on Tuesday August 21, 1973, in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington. Full details of the goods included in the inquiry are set out in the schedule to this notice.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than Tuesday, July 31, 1973 (see Note below). Ref. CRE 1173/72

SCHEDULE

Number	Description	Rates of duty BP	MFN	GEN
16.04	Prepared or preserved fish, including caviar and caviar substitutes:			
	Fish preparations such as pastes, sausages, 'prepared meals' and the like:			
*16.04.009	Other per 100 lb.	$11.25	$12.08	$12.50
		Aul Free SA $11.25		
	Fish preserved:			
	In airtight containers such as cans, jars and the like, whether or not with added liquor, oil or sauce:			
†16.04.019	Other per 100 lb.	$11.25	$12.08	$12.50
		Aul Free SA $11.25		
		DC $11.25		

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs (left), with the Hon. J. A Walding, who visited the DTI headquarters recently in his capacity as New Zealand Minister of Overseas Trade. He is also Minister for the Environment, Minister of Recreation and Sport, and Associate Minister of Foreign Affairs. Sir Geoffrey was host at a dinner in honour of the New Zealand Minister.

Number	Description	Rates of duty BP	MFN	GEN
16.05	Crustaceans and molluscs, prepared or preserved:			
	Preparations such as pastes, sausages, 'prepared meals' and the like:			
16.05.009	Other per 100 lb.	$1.25	$2.08	$2.50
		Aul Free SA $1.25		

* Effective October 6, 1972 (EPA)
† Effective February 2, 1973 (EPA)

(2) Vinyl floorcoverings. Following receipt by the Minister of Customs of a report from the Emergency Protection Authority concerning protection for the New Zealand industry producing vinyl floorcoverings, the Minister notified the Board, in a letter dated March 14, 1973, that the Government had accepted the recommendation of the Authority that a temporary additional duty of 20 per cent be imposed on those floorcoverings of tariff items 39.02.081 and 59.10.011 (except tiles) which have a current domestic value not exceeding $2.00 per square yard. However, as the goods of tariff item 59.10.011 are on Schedule A to the NAFTA, the rate of duty will remain unchanged for these goods when they are imported from Australia.

In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to undertake a further inquiry and report on the nature and degree of protection, if any, it considers necessary to protect the New Zealand industry against imports of vinyl floorcoverings now classified under tariff items 39.02.089 and 59.10.018 (formerly tariff items 39.02.081 and 59.10.011 respectively).

For the purpose of taking evidence the Board will hold a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Tuesday, September 4, 1973, commencing at 10.30 a.m.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than Tuesday, August 14, 1973 (see Note below). Ref. CRE 1194/72

(3) Rulers. Following receipt by the Minister of Customs of a report from the Emergency Protection Authority concerning protection for the New Zealand industry producing plastic 30 cm/12 in.

NEW ZEALAND
continued

rulers, the Minister notified the Board, in a letter dated March 14, 1973, that the Government had accepted the recommendation of the Authority that protection be afforded by a temporary restriction of imports of rulers based on a minimum fob value of $10.50 per gross. However, in order to comply with New Zealand's obligations under the NAFTA, the temporary restriction will not be imposed against imports from Australia. The Authority considered that there was a wide area of substitutability among rulers of different materials and the Minister suggested that any examination of the need for protection for the domestic industry should cover all types and sizes of rigid rulers.

In accordance with the provisions of the Tariff and Development Board Act the Minister of Customs has requested the Board to undertake an inquiry and report on the form of permanent protection, if any, it considers necessary to protect New Zealand industry in relation to the importation of rulers (but not flexible measuring tapes) as classified in tariff item Ex 90.16.009.

For the purpose of taking evidence the Board will hold a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Tuesday, September 11, 1973, commencing at 10.30 a.m.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than Tuesday, August 21, 1973 (see Note below). Ref. CRE 1195/72

Note. Parties intending to make representations or requests about rates of customs duty on items subject to the three inquiries above are asked to take into account the statement by the Minister of Overseas Trade of September 6, 1972, about changes in New Zealand customs tariff. Copies of this statement can be obtained from the Tariff and Development Board. Parties intending to make representations or requests about the exemption from import licensing of goods at present not so exempt are asked to take into account the statement in the 1972 Financial Statement (page 19) that 'the Government has also decided that where the industry is to be exempted from import licensing there should be provision in appropriate cases for a phase-out period which in general will be for up to three years.'

'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4 M7HU (tel. 01-248 5757 ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706), and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services the amount varying according to the work entailed and whether the trade association or firm is a member.

(4) Soya beans. At the public hearing concerning protection for certain seeds and cereals etc., held on April 11, 1973 (see *Trade and Industry*, January 11, 1973, pages 54-55), it was requested that the taking of evidence affecting soya beans, of tariff item 12.01.400, be deferred and that it be taken in conjunction with any evidence on soya bean oil to be presented at the public hearing scheduled to commence on July 2, 1973 (see *Trade and Industry*, April 12, 1973, page 96). The NZ Tariff and Development Board has acceded to the request and parties who wish to submit evidence affecting protection for soya beans, of tariff item 12.01.400, should prepare and lodge submissions in terms of Schedule E to the *Trade and Industry* notice of March 8, 1973 (pages 494-7). It will not be necessary for parties who presented evidence on soya beans at the hearing on April 11, 1973, to re-submit evidence on these goods. Such parties may, however, tender supplementary evidence. Any new or supplementary evidence on soya beans will be taken in conjunction with the evidence on soya bean oil which is the first part of a two-part inquiry. Ref. CRE 1162/72

TARIFF AND DEVELOPMENT BOARD REPORT—WOODEN TOOL HANDLES: Copies of the following New Zealand Tariff and Development Board report are available from Commercial Relations and Exports Division:

Tariff no.	Description
44.25.002 44.25.003 44.25.004 44.25.009	Wooden tool handles
Formerly 44.25.02 44.25.03 44.25.06 44.25.07	

Ref. CRE 1233/73 **CRE ext. 2321**

CUSTOMS TARIFF CHANGES—Ceramic products: The New Zealand Government has issued Customs Tariff Amendment Order (No. 11) 1973 which came into force on April 6, 1973, amending tariff items 69.11.001, 69.11.002, 69.11.009, 69.12.001, 69.12.002 and 69.12.009 to read as follows:

Number	Description	Unit	Rates of duty: British preferential	Most favoured nation	General tariff
CHAPTER 69					
CERAMIC PRODUCTS					
II—Other Ceramic Products					
69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian):				
69.11.001	Cooking utensils per 100 lb.	lb	$15.00 Aul Free	$15.00 plus 40%	$15.00 plus 55%
69.11.002	Breakfast, dinner, tea and coffee sets; cups, saucers, plates and dishes per 100 lb.	lb	$15.00 Aul Free	$15.00 plus 40%	$15.00 plus 55%
69.11.009	Other tableware per 100 lb.	lb	$15.00 Aul Free	$15.00 plus 40%	$15.00 plus 55%
69.12	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery:				
69.12.001	Cooking utensils per 100 lb. per 100 lb.	lb	$15.00 Aul $4.50	$15.00 plus 40%	$15.00 plus 55%
69.12.002	Breakfast, dinner, tea and coffee sets; cups, saucers, plates and dishes per 100 lb. per 100 lb.	lb	$15.00 Aul $4.50	$15.00 plus 40%	$15.00 plus 55%
69.12.009	Other tableware per 100 lb. per 100 lb.	lb	$15.00 Aul $4.50	$15.00 plus 40%	$15.00 plus 55%

Aul = Australia.

EDB ext 401/468/469

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Sausages: The New Zealand Government has issued Customs Tariff Amendment Order (No. 10) 1973 which came into force on March 30, 1973, amending tariff item 16.01.000 to read as follows:

Number	Description	Unit	Rates of duty: British preferential	Most favoured nation	General tariff
CHAPTER 16					
PREPARATIONS OF MEAT, OF FISH, OF CRUSTACEANS OR MOLLUSCS					
16.01.000	Sausages and the like, of meat, meat offal or animal blood	cwt	25%	..	55%

EDB ext. 401/468/469

TARIFF AND DEVELOPMENT BOARD INTERIM REPORT—CERAMIC PRODUCTS INCLUDING TABLEWARE: Copies of the following New Zealand Tariff and Development Board Interim Report are available from Commercial Relations and Exports Division:

Tariff no.	Description
69.11 69.12	Tableware

Ref. CRE 1163/72 **CRE ext. 2321**

CANCELLATION OF TARIFF AND DEVELOPMENT BOARD INQUIRY ON VARIOUS ACIDS: The New Zealand Tariff and Development Board inquiry on formic, pyroligneous, oleic and benzoic acids etc. (tariff item 29.14.001). set down for April 18, 1973, was cancelled. Details of the inquiry were published in *Trade and Industry*, January 11, 1973, pages 54-5. Ref. CRE 1162/72

CRE ext. 2321

Dominican Republic

LETTER OF CREDIT TRANSACTIONS: The text of a new decree relating to letter of credit transactions is as follows: The importation of merchandise subject to the opening of letters of credit and other restrictions of an economic nature is exempted from the prior payment of 80 per cent of the import duty.

EDB ext. 7312/474/476

Jamaica

IMPORT BAN—DOMESTIC ELECTRICAL EQUIPMENT AND HANDBAGS: The Jamaican authorities announced that from February 3 there will be a total import ban on the following domestic electrical equipment:

Coffee-mills	Mixers, liquid and/or food.
Extractors, juice.	Mincers, food.
Grinders, food.	Whippers.

Notice 2843 imposes a revocation of all outstanding licences and quotas from April 11 on handbags.

IMPORT LICENCE CHANGES: Notices 2838 2842 2844 and 2846 advise that import licences are required by the Jamaican authorities for the following items:

Electrical accessories:
Straps and saddles of any material for mounting cables, wires and tubing, saddle straps, conduit straps.
Mineral water, eg. Vichy water.
School bags, all types.
Plasma in any form.
Wheat.

EDB ext. 7312/474/476

Mr. Christopher Chataway, Minister for Industrial Development, speaking at a luncheon sponsored by the British-American Chamber of Commerce, New York, during his recent visit to the United States.

Dominica

IMPORT LICENSING—COFFEE: It was announced in the Dominica *Official Gazette* of March 29 that import licences are now required for coffee, whether or not roasted or fried from caffeine; coffee husks and skins; coffee substitutes containing coffee in any proportion; and extracts, essences or concentrates of coffee.

EDB ext. 7312/474/476

Trinidad and Tobago

AID TO PIONEER INDUSTRIES ORDINANCE 1950—CHOCOLATE CONFECTIONERY: Manufacture of chocolate confectionery has been declared 'pioneer products' under the above ordinance. Applications for 'pioneer' status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Section, PO Box 778, Port of Spain, Trinidad.

CRE ext. 2627

Venezuela

THOROUGHBRED HORSES: Resolution 117 of March 23, 1973, published by the Venezuelan Ministry of Agriculture and Stock-raising's Livestock Directorate, sets out further conditions (see *Trade and Industry*, November 16, 1972) for importing thoroughbred horses. Among other points, only animals of between 2 and 4 years old can be imported, although a quota for younger horses will be allowed for 1973. **EDB ext. 474/476/7312**

TARIFF AMENDMENTS: A Venezuelan Ministry of Finance resolution amends certain headings in the new customs tariff which comes into force on May 1, 1973. The headings are: 27.10; 39.07; 59.17; 68.14; 73.31; 84.10; 87.06; and 94.02.

EDB ext. 474/476/7312

Colombia

PRIOR DEPOSITS REDUCED—CORRECTION: The notice in *Trade and Industry*, April 5, 1973 (page 24), should have read as follows:

'Resolution No. 9 of the Colombian Monetary Board reduces the prior deposit on all goods which had a deposit of greater than 10 per cent before March 6, 1973, to 10 per cent.'

EDB ext. 474/476/7312

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*. The texts may be seen on application.

Milk and milk products. Regulation (EEC) No. 982/73 amending Regulation (EEC) No. 685/69 on detailed rules of application for intervention on the market in butter and cream. (*Official Journal* No. L97, April 12, 1973)

Regulation (EEC) No. 1008/73 amending Regulations (EEC) Nos. 1259/72 and 1519/72 as regards the date of entry of butter into stock. (*Official Journal* No. L100, April 14, 1973)

Wine. Regulation (EEC) No. 985/73 amending Regulation (EEC) No. 1388/70 on general rules for the classification of vine varieties. (*Official Journal* No. L99, April 13, 1973)

Oils, fats and oilseeds. Regulation (EEC) No. 986/73 amending Regulation No. 724/67/EEC as regards the conditions for intervention in respect of sunflower seed during last two months of the marketing year. (*Official Journal* No. L99, April 13, 1973)

Poultry and poultrymeat. Regulation (EEC) No. 988/73 amending Regulation No. 146/67/EEC as regards the provisions for calculating the levy and the sluicegate prices for certain slaughtered ducks. (*Official Journal* No. L99, April 13, 1973)

Hops. Regulation (EEC) No. 1010/73 defining the administrative costs of recognised groups of hop producers. (*Official Journal* No. L100, April 14, 1973)

Silk and silkworms. Regulation (EEC) No. 1054/73 on detailed rules for aid in respect of silkworms. ((*Official Journal* No. L105, April 20, 1973)

Sugar. Regulation (EEC) No. 1029/73 closing the standing invitation to tender for white sugar for feeding to bees opened by the new Member States pursuant to Regulation (EEC) No. 622/73. (*Official Journal* No. L103, April 18, 1973)

Fruit and vegetables. Regulation (EEC) No. 999/73 fixing the reference price for tomatoes for the 1973 marketing year. (*Official Journal* No. L99, April 13, 1973)

Regulation (EEC) No. 1020/73 applying quality classes 'III' to certain fruit for the 1973/4 marketing year. (*Official Journal* No. L102, April 17, 1973)

Regulation (EEC) No. 1044/73 establishing the standard average values for the valuation of imported citrus fruit. (*Official Journal* No. L104, April 19, 1973)

Cereals and rice. Regulation (EEC) No. 1009/73 adopting in respect of Denmark special measures for maize groats and meal used in the manufacture of glucose. (*Official Journal* No. L100, April 14, 1973)

Regulation (EEC) No. 1047/73 amending Regulation (EEC). No. 1080/68 on the procedure for calculating the levy on products processed from cereals and from rice and for the advance fixing of the levy for some of these products. (*Official Journal* No. L104, April 19, 1973)

TEMPORARY SUSPENSION OF IMPORT DUTIES: The *Official Journal of the European Communities* No. L105 dated April 20, 1973, contains the text of Regulation (EEC) No. 1058/73 authorising Ireland to suspend until December 31, 1973 the customs duties on fillets of fish, uncooked, breaded and frozen, falling within tariff subheading ex 16.04G of the Common Customs Tariff imported from other Member States of the EEC.

ENLARGEMENT OF THE EEC: ADJUSTMENT TO THE TREATIES—CORRECTION: The *Official Journal of the European Communities* No. L2 dated January 1, 1973, contained the text of Council Decision of January 1, 1973, adjusting the instruments concerning the Accession of new Member States to the European Communities. The *Official Journal* No. L95 dated April 11, 1973, contains a correction to this Decision.

TARIFF QUOTA—NEWSPRINT: The *Official Journal of the European Communities* No. L99 dated April 13, 1973, contains the text of Regulation (EEC) No. 987/73 increasing by a further 3,500 metric tons the Community tariff quota for 1972 set up by Regulation (EEC) No. 2776/71 for newsprint falling within subheading 48.01A of the Common Customs Tariff. The additional 3,500 metric tons have been allocated to Benelux.

IMPORTS FROM NON-MEMBER COUNTRIES: The *Official Journal of the European Communities* No. L103 dated April 18, 1973, contains the text of Decision 73/81/EEC authorising the French Republic not to apply Community treatment to knitted and crocheted garments and articles of clothing, of textiles other than cotton falling within heading Nos. ex 60.05, ex 61.01, ex 61.02

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and ex 61.03 of the Common Customs Tariff, originating in Taiwan and in free circulation in the other Member States.

The *Official Journal* No. L94 dated April 10, 1973, contains the text of Decision No. 73/71/EEC increasing imports into the Community of cotton textiles forming the subject of agreements concluded between the Community and the Republic of Korea, the Arab Republic of Egypt, Hong Kong, Republic of India, Japan and the Islamic Republic of Pakistan. **Further information** about Decision No. 73/71/EEC may be obtained from Department of Trade and Industry, Chemicals and Textiles Division, Millbank Tower, London SW1P 4QU **(tel: 01-884 4422 ext. 715/731).**

IMPORTS FROM STATE TRADING COUNTRIES: The *Official Journal of the European Communities* No. L98 dated April 12, 1973, contains the text of the following Regulations:

Regulation (EEC) No. 955/73 including other imports in the Annex to Regulation (EEC) No. 109/70 establishing common rules for imports from state-trading countries.

Regulation (EEC) No. 956/73 including other imports in the Annex to Regulation (EEC) No. 109/70 establishing common rules for imports from state-trading countries.

Regulation (EEC) No. 957/73 including other imports in the Annex to Regulation (EEC) No. 109/70 establishing common rules for imports from state-trading countries.

FREE TRADE AGREEMENTS: *Trade and Industry* dated August 3 and August 10, 1972, and March 22, 1973, contained notices about the Special Relations Agreements signed in Brussels on July 22, 1972, between the EEC and Austria, Switzerland, Sweden, Portugal and Iceland. The *Official Journal of the European Communities* No. L98 dated April 12, 1973 contains the texts of the following:

EEC/Iceland. Decision 73/62/EEC postponing the Decision on the application of Protocol No. 6 of the Agreement signed on July 22, 1972 between the EEC and the Republic of Iceland.

EEC/Austria. Regulation (EEC) No. 951/73 on the application of Protocol No. 3 on the definition of 'originating products' and on the methods of administrative co-operation, annexed to the Agreement between the EEC and the Republic of Austria.

Decision 73/63/ECSC opening tariff preferences for products covered by the European Coal and Steel Community and originating in Austria.

EEC/Portugal. Regulation (EEC) No. 952/73 on the application of Protocol No. 3 on the definition of 'originating products' and on the methods of administrative co-operation, annexed to the Agreement between the EEC and the Republic of Portugal.

Decision 73/64/ECSC opening tariff preferences for products covered by the European Coal and Steel Community and originating in Portugal.

EEC/Sweden. Regulation (EEC) No. 953/73 on the application of Protocol No. 3 on the definition of 'originating products' and on the methods of administrative co-operation, annexed to the Agreement between the EEC and the Kingdom of Sweden.

Decision 73/65/ECSC opening tariff preferences for products covered by the European Coal and Steel Community and originating in Sweden.

EEC/Switzerland. Regulation (EEC) No. 954/73 on the application of Protocol No. 3 on the definition of 'originating products' and on methods of administrative co-operation, annexed to the Agreement between the EEC and the Swiss Confederation.

Decision 73/66/ECSC opening tariff preferences for products covered by the European Coal and Steel Community and originating in Switzerland.

Originating products. The *Official Journal of the European Communities* No. L101 dated April 16, 1973, contains the text of Regulation (EEC) No. 984/73 on the definition of the concept of 'originating products' in trade with Austria, Finland, Iceland, Norway, Portugal, Sweden and Switzerland.

Further information. Department of Trade and Industry, Tariff Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ **(tel. 01-222 7877 ext. 2713/2750** for questions on 'rules of origin', **ext. 3713** for questions on tariff preferences).

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973 (page 329), contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulation and notices reimposing the Common Customs Tariff duties on certain of these products have been published in the *Official Journal of the European Communities*:

Common Customs Tariff no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Notices				
44.15	Plywood, blockboard, laminboard, batten-board and similar laminated wood products (including veneered panels and sheets); inlaid wood and wood marquetry	Singapore	April 14, 1973	2761/72
67.04	Wigs, false beards, hair pads, curls, switches and the like, of human or animal hair or of textiles; other articles of human hair (including hairnets)	South Korea	April 14, 1973	2761/72
85.10	Portable electric battery and magneto lamps, other than lamps falling within heading No. 85.09: B Other	Hong Kong	April 14, 1973	2761/72
85.21	Thermionic, cold cathode and photo-cathode valves and tubes (including vapour and gas filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; mounted piezo-electric crystals; diodes, transistors and similar semi-conductor devices; electronic microcircuits: D Diodes, transistors and similar semi-conductor devices; electronic micro-circuits E Parts	Singapore	April 14, 1793	2761/72
87.14	Other vehicles (including trailers), not mechanically propelled and parts thereof: B Trailers and semi-trailers: II Other	Yugoslavia	April 14, 1973	2761/72
97.03	Other toys: working models of a kind used for recreational purposes	Hong-Kong	April 14, 1973	2761/72
55.05	Cotton yarn, not put up for retail sale: B Other: II other: measuring, per single yarn, per kg: more than 14,000 m but not exceeding 40,000 m	Pakistan	April 14, 1793	2763/72
55.09	Other woven fabrics of cotton: A Containing 85 per cent or more by weight of cotton: II Other unbleached, of a width: of more than 115 cm but not exceeding 165 cm	Iran	April 14, 1972	2763/72
62.02	Bed linen, table linen, toilet linen, and kitchen linen; curtains and other furnishing articles: of cotton	Pakistan	April 14, 1973	2763/72
58.01	Carpets, carpeting and rugs, knotted (made up or not): A Of wool or of fine animal hair 350 knots or less	Iran	April 14, 1973	2765/72
ex 59.04	Twine, cordage, ropes and cables, plaited or not: other, other than coir yarn	Yugoslavia	April 17, 1973	2765/72
	(*Official Journal* No C21, April 16, 1973)			
Regulation (EEC) No. 1048/73				
ex 61.02	Women's, girls' and infants' outer garments of cotton	India	April 22, 1973	2764/72
Regulation (EEC) No. 1049/73				
70.12	Glass inners for vacuum flasks or for other vacuum vessels	Developing Countries	April 22, 1973	2762/72
	(*Official Journal* No. L104, April 19, 1973)			

CUSTOMS REGULATIONS: The *Official Journal of the European Communities* No. L93 dated April 9, 1973, contains the text of Regulation (EEC) No. 844/73 amending Regulation (EEC) No. 1769/68 on air transport costs to be included in the value for customs purposes.—**Further information:** Customs and Excise, Valuation Division, King's Beam House, Mark Lane, London EC3R 7HE **(tel. 01-626 1515 ext. 2793).**

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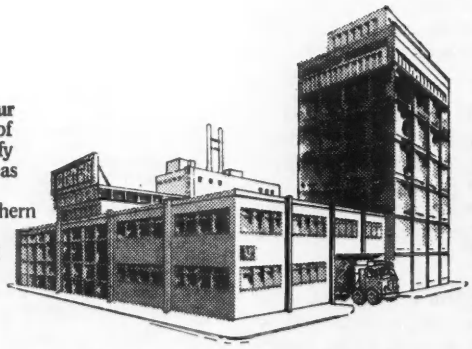

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To: The Industrial Expansion Team, Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU.

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The Areas for Expansion

ISSUED BY THE DEPARTMENT OF TRADE AND INDUSTRY

Government's North Sea policy 'fully vindicated by events'

—Mr. Peter Emery

'THERE have been many criticisms that the Government has had no policy for North Sea oil. This is not true at all,' said Mr. Peter Emery, Under-Secretary of State for Industry, in Dundee on April 27.

Addressing the Third Standing Conference on North Sea Oil at the Council Chamber, Dundee, Mr. Emery said: 'The main objective followed by successive Governments since 1964 has been to ensure the most rapid and thorough exploration for, and exploitation of any petroleum resources there might be on our Continental Shelf. There can be no doubt that this policy has been fully vindicated by events.

'As you probably know, the Government are currently reviewing what future licensing policy should be. The review is not yet complete and you will appreciate that I cannot speculate about the outcome. I will only repeat—and it bears repeating—that the three main policy objectives are first, to ensure the continuation of rapid exploration; second, a fair return to the nation as a whole from the depletion of an national resource; and third, to see that British industrial firms are given a fair opportunity of competing for orders for goods and services.

'This last factor—the opportunities for British industry—is the area of major concern to the Offshore Supplies Office, the body that we set up in the light of the recommendations of the IMEG Report. The work going on in this area inevitably involves a great deal of painstaking and patient effort behind the scenes, and this is well under way; the very necessary contacts between Government and industry are being developed, leading to a useful exchange of views with the companies operating on the UK Continental Shelf. Cases where firms have suggested they may not be getting a proper opportunity to compete for business are being followed up; we are learning more about areas where UK firms are not attempting to compete, and in cases where UK firms have not been successful we are learning more precisely where the improvements have to be made.

'In addition, a wide range of inquiries, projects and proposals are being dealt with by the Department throughout the country and a variety of applications for Government assistance being processed. Some proposals are relatively small but cumulatively of great importance particularly in the assisted areas like Scotland; some of them cover major possible developments, eg for establishing British drilling companies. In this sort of situation the Government is in a position to do a certain amount of useful "marriage broking", putting people with complementary interests in touch with each other. And there is work going on within the Government machine on questions such as credit arrangements, education and training and others.

'Clearly there are immense opportunities open to Scottish industry. The Government are determined to act speedily and decisively to ensure that industry is given every assistance in developing the skills and products that are required for the new offshore market.

'North Sea oil is not a panacea and will not solve all Scotland's problems. But because the oil developments are enormously encouraging, there are immense opportunities to be grasped.

'In all this I have purposely rejected the terms "boom" or "bonanza", because I believe these words give the wrong slant to this whole operation. They suggest a short-term gain which needs rapid exploitation or it will fade away. This is not my view of the benefits to accrue from the North Sea. Offshore oil production can stimulate whole new fields of opportunities, for manufacturing industry, for technology, for the supply services, for diving, for shipbuilding, for nearly every aspect of management itself.

'This benefit will be long term, not just a flash in the pan, because more and more oil and gas exploration and production is going to be in offshore fields throughout the world. It is therefore not only to exploit our own North Sea properly, but to be in a position to compete in this massively expanding new market, that the Government has structured its North Sea policy.'

Reviewing progress and developments in the North Sea, Mr. Emery told the Conference: 'As you know, in the Spring of last year the Government forecast that production from the UK sector of the North Sea might be about 25 million tons in 1975 and 75 million tons in 1980, this being the mid point of a range of 50 million-100 million tons. The forecast for both years provided for production from fields not then discovered.

'These forecasts are now being reviewed in the light of what has happened since they were made. I hope the Minister for Industry will soon be able to advise Parliament and the public of the results.

'Recent events suggest that the forecast for 1975—about 25 million tons—will be on or around the target. So far as 1980 is concerned the prospect must be viewed in the light of what production is reasonably certain, what is probable and what is possible.

'Looking first at what is "in the bag", we have five fields—Argyll, Auk, Brent, Forties and Piper—which have been estimated as being able to produce between 40 million and 50 million tons. In assessing the "probables", the starting point must be the discoveries already made but not yet proved to be commercially viable. Front runners in this group must include, for example, Beryl, Cormorant and Maureen. However, it is essential to emphasise very strongly that until the appraisal wells are drilled, not even the operators are in a position to reach any realistic judgment of either reserves in place and recoverable or of possible production capabilities.

'The "possibles" category can include as many, or as few, discoveries yet to be made as the particular pundit desires. You know only too well that there are a host of North Sea pundits who have projected many differing views about the potential oil reserves available offshore for the United Kingdom. But in the last resort it is the Government, not their critics or the armchair pundits, who must be responsible for the official forecasts, and the Government who will be called to book if they prove correct.

'So, perhaps it is natural that our views and our approval should be realistic rather than euphoric or speculative.

'Developments over the past year have taken up some of the slack provided for in last year's forecast for 1980, and the appraisal drilling now being done on fields in the "probable" category may well result in some, at least, of the fields proving to be viable. And between now and 1975 more viable fields may well be found to contribute to production in 1980.

'There is thus a wide range of possibilities, perhaps even wider than we foresaw last year. The only production which is reasonably assured is the 40-50 million from the five fields already proven. That must be the starting-point for any realistic forecasting and it is on this that the Government's review must be based.

'Therefore I can but repeat that we shall all have to wait for the assessment of the future prospects until the forthcoming report to Parliament, but it would need a pessimist to argue that this should be much below 75 million tons.'

Government welcomes Ekofisk decision

BECAUSE of the potential long-term benefits to the economy of Teesside, the British Government welcomes the Norwegian Parliament's agreement to pipe oil from Norway's Ekofisk field to Teesside.

The onshore pipeline terminal is expected to provide 2,000 construction jobs, and employment for 250 when the pipeline is in operation.

Phillips Petroleum, in the normal course of events, expect to re-export a considerable quantity of the crude oil. New harbour facilities for tankers will also therefore be wanted.

If the natural gas liquids are not required by the Norwegian Government to be returned to Norway, an expansion of the petro-

chemical industry in this country could be expected—and in addition the pipeline will create a general spin-off for UK goods and services as well as an overall stimulus to the Teesside area.

The Ekofisk complex of petroleum fields lies in the Norwegian sector of the Continental Shelf, 20 miles over the UK/Norwegian median line. The Norwegians estimate reserves in the area to be 190 million tons of oil, 35 million tons of natural gas liquids and 195 milliard cubic metres of natural gas. The fields are being exploited by a consortium headed by Phillips Petroleum who, because of the technical difficulties of transmitting the petroleum by pipeline across the Norwegian trench to Norway, put forward to the Norwegian government proposals for landing the oil and natural gas liquids by pipeline at Teesside and the natural gas by pipeline at Emden, Germany.

Applications for building grant under Section 3 of the Local Employment Act 1972

READERS are reminded that the closing date for certain applications for building grant under the Local Employment Act is October 1, 1973. This was announced by Mr. Christopher Chataway, Minister for Industrial Development, on April 11.

Mr. Chataway said: 'I have decided that grant shall not be made in respect of buildings to which paragraph 3(3)(c) of Schedule 2 to the Industry Act 1972 applies unless the application is received by my Department before October 1, 1973.'

The building grant scheme under Section 3 of the Local Employment Act 1972 was brought to an end by the Industry Act 1972 subject to certain transitional provisions. Unless the application for grant was received before March 22, 1972:

(i) The construction of the building or the carrying out of the works must have been begun before March 22, 1972 and the application for grant must be received by the Department before August 1, 1973; or

(ii) A contract must have been entered into before March 22, 1972 in respect of all or any part of the expenditure on the asset for which the grant may be made.

Following the Minister for Industrial Development's announcement, the application for grants in cases involving the existence of a contract before March 22, 1972 must be received by the Department before October 1, 1973. Grant will not be made in respect of applications received on or after that date.

The Department's ordinary rules in respect of building grant exclude from payment of grant any building which has been completed, or occupied in whole or part, before the application for grant is received by the Department.

It is in the interest of applicants to lodge their applications with the Department as soon as possible, and in any event before the appropriate date of August 1 or October 1 according to their circumstances.

Applications should be made on form LEA 1 which is obtainable from the Department's Regional Offices.

THE RESTRICTIVE TRADE PRACTICES ACT 1956

Agreement between members of the Cement Makers' Federation

THE Registrar of Restrictive Trading Agreements has applied to the Restrictive Practices Court for leave to bring proceedings in which he would seek reversal of the decision of the Court in 1961 that the agreement of the Cement Makers' Federation providing for common prices for commonly used types of cement was not contrary to the public interest.

Such proceedings can only be brought where there has been a material change in the relevant circumstances. The principal changes alleged by the Registrar are that the reasoning by which the Court concluded that prices fixed under the agreement were overall substantially lower than they would be under free competition is no longer applicable, and that in the operation of the agreement insufficient account is taken of the lower costs of modern works or of important improvements in distribution and transport so that prices charged to users near to modern works or bulk depots do not take account of savings resulting from such improvements.

Notes

On the reference of the Cement Makers' Federation's agreement the Court in 1961 held that users derived a substantial benefit from the operation of the agreement because prices were fixed at a level substantially lower than they would have been under free competition. This conclusion was reached by comparison of the return on cement produced at new works at agreement prices with the return which would be required to attract investment in new works under free competition.

The present proceedings are brought under Section 22 of the Restrictive Trade Practices Act 1956 which enables the Court to discharge any declaration or order previously made and to substitute another. An application under the section can be made only with the leave of the Court and leave cannot be granted except upon prima facie evidence of a material change in the relevant circumstances.

The application for leave is due to be heard on July 9.

The matter is now sub judice and the Registrar would not think it proper to make any further comment upon it.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

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COUNTER-INFLATION PROGRAMME—STAGE 2

Prices and charges—information order

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, has made the Counter-Inflation (Prices and Charges) (Information) Order 1973 which provides for Category I and II enterprises to provide the Price Commission with information on prices, charges, sales and profit margins, and for Category III enterprises to keep records of such information. The Order which is made under Section 15 of the Counter-Inflation Act 1973 was published on April 26 and came into operation on April 29, 1973.

The detailed requirements are set out in the table below.

This order completes the main legislative framework for Stage 2 price controls. Together with the Price and Pay Code (SI No 658) and the Notification of Increases in Prices and Charges (SI No 664) Orders it covers the detailed pre-notification, reporting and record-keeping procedures applicable from April 29 immediately following the end of the Prices Standstill on April 28.

Notes

For the purposes of the table Category I enterprises are manufacturers with sales exceeding £50,000,000 or providers of services with sales exceeding £20,000,000 (Article 5(1)(a) of the Order). Category II and III enterprises are those defined in Articles 3 and 6 of the Order.

There are estimated to be about 200 enterprises in Category I, about 1,400 in Category II and (very approximately) 30-40,000 in Category III.

Section 15 of the Counter-Inflation Act 1973 empowers the Minister or either Agency by notice to require the furnishing of information.

Copies of the Order, SI No 778, are available from HMSO price 8p net.

The Counter-Inflation (Approval of Increases in Prices and Charges) Order 1973

SIR Geoffrey Howe made this Order on April 18. It was published on April 28 and came into operation on April 29. It provides for enterprises (other than pre-notifying—Category I—enterprises) to notify the Price Commission of and to seek approval to a proposed price increase which is wholly or partly justified under paragraph 60 or 63 of the Price and Pay Code.

Category I enterprises (manufacturers with domestic sales exceeding £50 million or providers of services with domestic sales exceeding £20 million) are not included in the (Approval of Increases in Prices and Charges) Order because they are already required to pre-notify price increases.

The (Approval of Increases in Prices and Charges) Order allows the Commission up to 56 days to consider an application because of the potential complexity of some of the points which may arise.

Paragraph 60 provides that, where the Price Commission are satisfied that the net profit reference level requires modification, for example because of a substantial reconstruction of the enterprise or a substantial change in the character of its business, they may agree or stipulate a modified reference level.

Paragraph 63 provides that, where the Commission are satisfied that in a particular case it is necessary in order to encourage or ensure investment, to modify the application of the limits on allowable cost increases or on profit margins they may permit some departure from those limits.

	(1)	(2)	(3)	(4)
	Information to be submitted to the Price Commission not later than			
	Net profit margin reference levels together with the manner in which it is calculated (Article 5(2) (a) (i))	Gross percentage margin (Distributors) (Article 5(2) (b))	Amount of Sales (Article 5(2) (a) (ii))	Quarterly returns (subject to the variations permitted under Article 4(1) & (2)) (Article 4 and parts I & II of the schedule)
Category I Enterprises Manufacturing (and service) enterprises with domestic sales in excess of £50 million (£20 million)	May, 31, 1973	Not applicable	May 31, 1973	6 weeks after the end of the period to which it relates. (The first return—to cover at least 4 weeks from April 29 and to end not later than June 30—is required not more than 6 weeks after the end of the period chosen) See also note (b)
Category II Enterprises (a) Enterprises with domestic sales in excess of: £5 million (Manufacturers) £5 million (Services) £10 million (Distributors) £½ million (Professional Services)	With first return under Col. (4)	With first return under Col. (4) where applicable	May 31, 1973	
Category III Enterprises (a) Enterprises with domestic sales below the Category II limits but in excess of: £1 million (Manufacturers) £½ million (Services) £½ million (Distributors) £0.1 million (Professional Services)	Enterprises should keep records of (or be able to derive from their normal records) the information specified in Part I of the Schedule for the period from April 29, 1973 (Article 7)			

(a) Provisions are also made in the Order and the Schedule in respect of returns from banks, finance houses and similar enterprises and from providers of construction services.
(b) Category II firms are required to provide to the Price Commission (Article 5(2) (a) (iii)) not later than May 31, 1973 information as to the date of termination of their first return.

King & Co

Chartered Surveyors
1 Snow Hill, London, EC1
Telephone 01-236 3000 Telex 885485
Manchester · Leeds · Brussels

Industrial and commercial property

Invicta Vanguard crash

THE Swiss Authorities have authorised the following bulletin concerning the accident to Invicta International Airways Vanguard on Tuesday, April 10, 1973.

'Flight IM 435 departed Bristol Airport at 0815 hours BST on a day excursion charter passenger flight to Basle. It crashed in high ground whilst manoeuvring for a landing at Basle Airport during a snowstorm, killing 106 of the 145 occupants including the flight crew and two of the cabin crew. Two passengers have since died of their injuries. Because the majority of passengers were not carrying identification papers in their clothing and because of a discrepancy in the passenger list obtained during the casualty recovery phase, prompt identification of all dead and injured was not possible.

'An inquiry into the circumstances and cause of the accident is being conducted by the Swiss Federal Bureau of Aircraft Accidents Investigation with United Kingdom participation. The inquiry will include an investigation into search and rescue aspects.

'The wreckage has been removed for detailed inspection with particular emphasis on avionic equipment. Analysis of flight recorder data is being jointly undertaken by the Swiss and UK Accidents Branch.

'When the investigation is complete a report will be submitted by the Investigator-in-Charge to the President of the Swiss Accidents Investigation Board, who will hold a public hearing at some future date.'

Domestic Air fares

THE Department of Trade and Industry issued a notice to airlines on April 19 revoking the notice issued on December 1 which had prevented them from implementing increases in fares, authorised by the Civil Aviation Authority on certain domestic routes from January 1. The increases—of 5 per cent—affect passenger services between London and the south of England and Belfast, Edinburgh and Glasgow and between Newcastle and Glasgow.

Notes

The increase was first announced by the Civil Aviation Authority in October 1972 along with similar increases on certain other routes. These other increases became effective on November 1 but the implementation of the changes on the trunk routes was scheduled for January, and these were caught by the standstill on prices under the Counter-Inflation (Temporary Provisions) Act.

The fares in question were authorised by the Civil Aviation Authority on the basis of evidence submitted to them by the airlines of costs and revenuse up to the middle of 1971. At the time of the award the Civil Aviation Authority said that a much greater increase was justified but that in view of the Government's counter-inflationary policy they were limiting it to 5 per cent.

Under Phase II of the counter-inflation programme, the Civil Aviation Authority is given the responsibility of applying the Price Code in the determination of domestic air fares; an Order to this effect will be issued shortly.

Official appointments

MR. Peter Walker, Secretary of State for Trade and Industry has authorised the following appointments.

Mr. J. B. Downs to be a part-time member of the Yorkshire Electricity Board.

Appointment to the Price Commission

MR. Peter Walker, Secretary of State for Trade and Industry, and Mr. Joseph Godber, Minister of Agriculture, Fisheries and Food, have appointed Mr. Barry I. Petch as an additional part-time member of the Price Commission, whose establishment was announced on April 2, 1973.

Mr. Petch, 39, is finance director of IBM United Kingdom Ltd. He was educated at Doncaster Grammar School and is a fellow of the Institute of Chartered Accountants.

Ten Design Council awards for engineering products —200 submissions

SOME SUCCESSFUL export goods are included in the list of ten winners of the 1973 Design Council awards for engineering products. Among them is an ultrasonic diagnostic scanner which 'looks like becoming the standard means for checking on the progress of pregnancies'. Two hundred submissions were made this year for the awards, which are given for machines and equipment which demonstrate significant economic and technical advantages in conjunction with ease of use and appropriate appearance.

The scanner is made by Nuclear Enterprises. In its first year 24 have been sold to British hospitals and five abroad at a cost of £9,000 each. Called the Diasonograph, it uses high-frequency sound waves to detect and accurately locate soft-tissue structures which are invisible to other diagnostic methods. It is proving particularly valuable in obstetrics work and also in examining parts of the body as varied as livers, brains, hearts and eyes.

Electron microscope

Another sophisticated award-winner is the Corinth electron microscope, which has been tailored to the special demands of the cell biologist and offers magnifications up to 100,000X with a resolution of 7Å. Easy to use and featuring a large viewing screen, the Corinth is said to be ideal for demonstrations to groups of students and for use by students. It is made by AEI Scientific Apparatus Ltd., at Manchester, and costs only just over half the price of instruments offering broadly similar capabilities.

Two components have won awards this year. The range of solid-state relays made by MTE Electronics Ltd. at Leigh-on-Sea has been designed to replace traditional electro-mechanical relays for straightforward control applications. To overcome the reluctance of some maintenance engineers to use solid-state devices because they do not readily understand them, the MTE relays offer the compactness and reliability of solid state in a form which resembles an electro-mechanical type. Rapidly expanding sales have proved the success of this concept. The second component is the 3001A air-operated torque unit made by Norbro Engineering Ltd. at Haywards Heath which converts the linear movement of a piston into the rotary motion of an output shaft. This is lightweight, rugged, reliable and compact and utilises advanced production techniques to keep costs low. More than half a million Norbro torque units of this kind have been sold at home and abroad.

Two marine instruments also feature among the 1973 award-winners. The mark 10 Arma-Brown gyro compass, made by S. G. Brown Ltd. at Watford, registers accurately the extraordinarily small effects caused by the world's spin to indicate true north to within $\pm$ 0.75°. The compass is built around a sophisticated sensitive element from which friction has been virtually eliminated, is considerably easier to use and costs some 30 per cent less to manufacture than the previous model. The Seachart echosounder manufactured at Chelmsford by Marconi International Marine also costs less than its predecessor and is easier to install, is more sensitive and reliable, and has considerable capability for development. The case has been designed so that it can be fitted almost anywhere on the bridge yet is always angled towards the helmsman or navigator. Notable design features include a long-life stylus and the electroluminescent panel used to light the controls.

Numerically controlled machine tools

Marwin Machine Tools Ltd. of Leicester have won an award for their range of Modula and Modulamatic machine tools which are now earning substantial orders in Britain and abroad, particularly the United States. Designed to suit the needs of small-to-medium engineering companies, these numerically controlled machine tools sell at low prices which have been achieved with high production rates of standard, interlocking modules which can then be assembled in a variety of ways to meet the specific requirements of individual customers.

The R75 FWT sweet-wrapping machine made in Leeds by Rose Forgrove Ltd. is also built largely in sub-assemblies to meet different requirements. This machine can wrap up to 650 sweets a

Eight of this year's Design Council Awards for Engineering Products. Left to right, top row: Seachart echo-sounder made by Marconi International Marine; Diasonograph ultrasonic diagnostic scanner made by Nuclear Enterprises Ltd.; sweet-cutting and wrapping machine made by Rose Forgrove Ltd. Middle: the JCB110 crawler-loader made by J. C. Bamford Ltd.; the Corinth 275 electron microscope made by AEI Scientific Apparatus Ltd.; numerically controlled machine-tool control unit made by Marwin Machine Tools Ltd. Bottom: Arma-Brown mark 10 gyro compass made by S. G. Brown Ltd.; Watts ST300 theodolite made by Rank Precision Industries Ltd.

minute in a variety of ways and can even turn the sweet after it has been cut from the candy rope so that the cut end can be seen through the wrapper and is not hidden by the twists. The new Watts ST300 theodolite is 'a good example of how design engineers can combine the best of existing technology into an instrument which shows notable advances in terms of performance and ease of use'. Made by Rank Precision Industries Ltd. at Loughton, this theodolite automatically compensates for any error in levelling and can be centred over its footscrews. J. C. Bamford Ltd. of Uttoxeter have won an award for the JCB110 crawler shovel, 'probably the most advanced machine of its kind on the market and the first in quantity production to use hydrostatic drive. It is notable for its simplicity of operation, excellent driver visibility, reliability, speed and economy in manufacture'. Some 120 have been sold in the last year or so, and production is being increased to about three a day by the end of this year, enabling export to begin.

PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

WEDNESDAY, APRIL 18

Japanese electronic products

Mr. Grant, asked about import quotas on Japanese electronic products, said: 'The Department has received a number of representations in the last year or so for action to be taken to reduce the growth of imports of Japanese electronic products (particularly in the consumer goods field) either by the introduction of import quotas or by other means. These representations have been taken into account, together with other relevant factors, in the formulation of the Government's policy towards trade relations with Japan. A careful watch is being kept on the developing situation.'

Off-shore oil technology

'My Department maintains a close liaison with both the electronics and oil industries, and the UK electronics industry has accepted the challenge presented to it by recent developments in the offshore oil industry,' said Mr. Grant, when asked to give his assessment of the ability of the UK electronics industry to cater for the needs of the present and future needs of off-shore oil technology. 'I am confident that it will be able to meet foreseeable demands.'

Aircraft noise

In reply to a question on the effect on the pattern of aircraft noise of work on the runways planned to take place at Heathrow Airport later this year, Mr. Onslow said that essential re-surfacing of Heathrow's southern runway would involve its closure between 2100 hours and 0800 hours every night from May-September inclusive. This would inevitably cause a change in the pattern of noise but all possible steps would be taken to reduce the effect. The British Airports Authority would shortly be announcing full details of the work programme. A decision on the question of re-surfacing the northern runway next summer would be taken by the Authority later this year.

Imports of silk textiles

The following figures were given by Sir Geoffrey Howe to a Member who wanted to know the value of imports of silk textiles into Great Britain in each of the last five years; and the countries of origin.

UNITED KINGDOM IMPORTS OF SILK FABRICS*

£ thousands cif

	1968	1969	1970	1971	1972
Switzerland	600	461	450	498	548
Italy	411	402	472	480	533
China	470	395	281	215	452
France	283	266	231	260	329
Japan	267	180	183	152	157
India	48	54	69	69	76
USA	53	58	48	51	40
West Germany	28	30	17	18	29
Thailand	27	26	18	22	22
Republic of Korea	0	1	2	3	15
All other countries	27	22	42	16	36
Total	2,214	1,895	1,813	1,784	2,237

* Sub-group 653.1 of the *Overseas Trade Statistics*.

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe
Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway
Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine
Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman
Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

Titanium sponge

A Member asked what action was proposed to safeguard the domestic production of titanium sponge, in view of strategic considerations and the loss of jobs that would arise through reliance on imported supplies. 'This matter is under close consideration,' replied Mr. Grant.

EEC energy policy

Mr. Boardman was questioned about consultations with Scottish interests about proposals for an EEC Common Energy Policy; and was asked for a statement about the implications for the Scottish oil and coal industries if the final policy were to be based substantially on present proposals from the Commission to the Council of Ministers. He replied: 'The Commission's current proposals for an EEC energy policy are of a general character, and their implications are for the UK energy economy as a whole rather than for Scottish industries in particular. Therefore I have not undertaken specific consultations with Scottish interests but I am of course aware of Scottish problems and bear them in mind in considering EEC proposals.'

In answer to a question on the current rates of coal imports, and source of origin, to all EEC countries except the UK, Mr. Boardman said he had responsibility in this matter only in relation to the UK. Such information as was readily available might be found in *Energy Statistics* published by the Statistical Office of the European Communities or in the *Annual Bulletin of Coal Statistics for Europe* published by the United Nations.

Mr. Emery in reply to a question on financial resources allocated by the European Community for research on fuel, said that in the energy field, Community expenditure on research was at present only authorised in respect of coal and nuclear power. Expenditure in respect of nuclear power had been mainly connected with reactor development, biased towards fundamental work. Little expenditure was on nuclear fuel as such. Expenditure on research into coal mining and coal utilisation was supported under the ECSC and a figure of 4 million European units of account (ie about £1¾ million) had been proposed by the Commission for 1973.

Concorde

Mr. Heseltine was asked what arrangements were being made for intermediate stops in West Africa for the proposed BOAC Concorde scheduled service from London to Johannesburg. He answered: 'Discussions will shortly be held with the Nigerian authorities concerning the possible use of Lagos. Alternative stops at Accra and elsewhere are also being examined.'

THURSDAY, APRIL 19

Trade with Brazil

Sir Geoffrey Howe was asked to what extent trade with Brazil had increased over the past decade. Sir Geoffrey replied: 'Our exports to Brazil rose from £18 million fob in 1962 to £84 million fob in 1972. The corresponding figures for imports are £26 million cif and £86 million cif. Brazil is a fast growing market to which the British Overseas Trade Board are giving special attention. Their series of promotional events include a major British industrial exhibition under the patronage of HRH Prince Philip, the

Duke of Edinburgh, opening in Sao Paulo in August next year. This will be Britain's largest trade promotion overseas in 1974.' Sir Geoffrey was also asked to indicate the total of British, West German, French and Italian direct and portfolio investment in Brazil. 'The only information I have is the book value of British direct investment in Brazil, excluding oil, banking and insurance, which at the end of 1968 amounted to £61.2 million and by the end of 1971 was probably between £90 million and £100 million,' he replied.

Export of coal to EEC

Mr. Emery was asked what action the Government was taking to promote the export of coal to the EEC. 'This is primarily a matter for the National Coal Board, but they have the full backing of HMG in seeking increased outlets in Community countries,' he said.

A request was also made for a table showing UK exports of coal to those countries now making up the EEC, for each year from 1960 to the nearest convenient date. Sir Geoffrey Howe said that information for the years 1960 to 1966 was given in Table 67 of the *Ministry of Power Statistical Digest* 1966; for 1967 to 1970 in Table 119 of the *Digest of Energy Statistics* 1971; for 1971 in Table 114 of the *Digest of United Kingdom Energy Statistics* 1972; and for 1972, in the table below:

	Thousand tons
Belgium	59
France	385
Germany, Western	989
Italy	35
Netherlands	54
Denmark	4
Irish Republic	94

Industrial development

The following information was given by Mr. Grant to a Member who asked how many industrial development certificates had been approved and refused in each of the non-development areas of the UK in each of the past 12 months:

GATT talks

A Member inquired what would be the status, precise role and function of the UK representation at the GATT talks in the autumn; if it would be empowered to put forward any viewpoint or proposals in respect of British interests which might not be satisfactorily covered by the Community position. Sir Geoffrey Howe said: 'The UK will take part in the negotiations both as a contracting party to the GATT and as a member of the EEC. In accordance with normal practice the Commission will speak at the negotiations on behalf of all EEC Member countries on the basis of an agreed mandate. We shall naturally play a full part in the formulation of the mandate and shall put forward our views to our partners whenever the need arises.'

UNCTAD generalised scheme of preferences

Stating that the 1980 oil revenues of certain Middle East states were likely to exceed those of several European countries a Member asked if it was the policy of HMG that Saudi Arabia, Kuwait and Iran should remain member states within the UNCTAD generalised scheme of preferences. 'These three countries, as members of the UNCTAD group of 77, participate in all the main schemes of preference, and I would not favour their exclusion,' said Sir Geoffrey Howe.

Timber prices

Sir Geoffrey Howe was asked to give the average price of softwood building timber in 1968 and in the four quarters of the previous 12 months. Sir Geoffrey said that information on the average price of softwood building timber in 1967 and 1968 was not available. He gave the following Index of wholesale prices calculated for imported softwood:

Period	Index (1963 = 100)
1967 1st quarter	112.9
2nd quarter	112.9
3rd quarter	113.0
4th quarter	114.9
1968 (average)	125.6

Sir Geoffrey was also asked what was the import price of timber at the latest available date and at the same date 12 months ago, and the price from each country from which the UK imports timber. 'The information is not available in the form and detail requested,' he answered. 'On provisional figures, prices charged by importers for hardwood increased by 36 per cent between March 1972 and March 1973. Corresponding figures for softwood and plywood were 28 per cent and 24 per cent.'

Credit cards

Legislation was proposed for the true rate of interest charged to be stated on accounts rendered for the use of credit cards. Mr. Emery replied that legislation now being prepared would require all agreements for consumer credit, to disclose the true rate of charge. He believed that this would provide appropriate protection for the customer.

Motor tyres

A statement was asked for 'on the import into this country of large numbers of tyres which are unsafe when used on motor vehicles.' Mr. Grant said: 'Regulation 99 of the DOE Construction and Use Regulations forbids the fitting to motor vehicles of tyres unsuitable for use on them. There has been some importing of tyres suitable for use on farm vehicles only but their use on motor vehicles is forbidden by the Regulation. The Government is instituting an urgent inquiry into this question.'

'Royston Grange' and 'Tien Chee'

Mr. Onslow was asked if HM Government were represented at inquiries held abroad concerning the collision between the British vessel *Royston Grange* and the Liberian vessel *Tien Chee*; and if so, at which inquiries, and by whom? Mr. Onslow replied that two Department of Trade and Industry marine surveyors and a representative of the Treasury Solicitor's Department attended the Liberian Marine Board of Investigation, held in New York in January, into this collision. The question of UK participation in the Argentinian Administrative Tribunal, at present in session, was being discussed between HM Government and the Argentinian Government.

TABLE I. INDUSTRIAL DEVELOPMENT CERTIFICATES APPROVED FOR SCHEMES OF 15,000 SQ. FT. AND OVER (EXCLUDING DEVELOPMENT AND SPECIAL DEVELOPMENT AREAS)

	1972										1973	
	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Northern	2	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	1
Yorkshire and Humberside	23	12	11	16	19	12	14	16	14	24	27	20
East Midlands	11	5	7	18	9	14	11	18	6	11	13	22
East Anglia	8	10	9	9	11	7	7	10	3	3	8	7
South East	33	44	34	43	34	47	23	34	37	24	54	31
South West	10	4	12	1	8	10	11	4	7	8	10	6
Wales	2	Nil	2	4	1	Nil	4	2	1	2	2	4
West Midlands	14	19	21	23	10	11	13	17	14	13	12	22
North West	10	8	19	21	17	18	11	18	18	17	21	18
Scotland	Nil	2	Nil	2	Nil	Nil	Nil	3	3	2	Nil	1

TABLE II. INDUSTRIAL DEVELOPMENT CERTIFICATES REFUSED FOR SCHEMES OF 15,000 SQ. FT. AND OVER (EXCLUDING DEVELOPMENT AND SPECIAL DEVELOPMENT AREAS)

	1972										1973	
	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Northern	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Yorkshire and Humberside	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
East Midlands	Nil	Nil	Nil	Nil	Nil	1	Nil	1	Nil	Nil	Nil	Nil
East Anglia	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	1	Nil
South East	2	1	2	1	3	Nil	4	6	3	1	2	3
South West	Nil	Nil	Nil	Nil	2	2	Nil	Nil	Nil	Nil	Nil	Nil
Wales	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
West Midlands	1	3	1	Nil	1	1	Nil	1	1	Nil	Nil	Nil
North West	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Scotland	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil

Note: There is no IDC control in Northern Ireland.

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

Ship for Sale

Offers are invited for the purchase of the undermentioned Royal Fleet Auxiliary vessel 'as lying' at HM Naval Base, Portsmouth.

'BLACK RANGER' Steel, built 1941. GRT 3440. NRT 1552. Length (BP) 349 ft. Breadth (mld) 47 ft. Depth (mld) 22 ft. 6 in. Light Displacement 3,142 tons. Engine: Single screw, diesel, by Harland & Wolff Ltd. BHP 2,800.

Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 Ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "BLACK RANGER" ' and must be received not later than *noon* on May 31, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

MINISTRY OF DEFENCE

May 9/10, 1973 Miscellaneous Vehicles and Plant

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington

Auctioneers: Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel: 0602-54272)

A large quantity of Saloon cars; estates, limousines, plant, heavy duty trucks; light vans; cranes; tippers; refuellers; coaches; ambulances, breakdown and dropside trucks; fork lift trucks; motor cycles; large quantity of Landrovers; utility vans; pick up trucks; and a quantity of Austin Gypsies.

May 16/17, 1973 Miscellaneous Stores

Location: Lido Hall, Worthy Lane, Winchester, Hants

Auctioneers: Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants (Tel: 03292-4211/4)

Miscellaneous stores including: Avometers; alternators; epidioscopes; charging sets; MT and electrical spares; batteries; binoculars, clocks and watches; photographic equipment; paints; tyres; tools; water pumps; 2 Commer vans; An Austin Gypsy; a Ford Zephyr, and a Morris mini bus, etc.

May 23/24, 1973 Miscellaneous Stores

Location: Auctioneers premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ (Tel: 0752-69292)

Miscellaneous stores including, Greatcoats, carpets; duffel coats; trousers; blouses; jerseys; underwear; blankets and sheets; boots and shoes; groundsheets; webbing; haversacks; mixed rags; tentage; lockers; desks; chairs; tables; safes; kitchen equipment; china a nd glassware; lamps; lanterns; watches; binoculars; telescopes; clocks; barometers; theodilites; photographic equipment; batteries and tyres; blowers; oscilloscopes; ball and roller bearings; transformers; washing machines; wall crane; electric motors; Commer Utility bus; two double decker buses; Ford Thames van, Machine and hand tools; electrical equipment, etc.

Catalogues of the above sales obtainable from relevant auctioneers two weeks prior to and up to date of sale, price 10p (postal order only).

THE DEPARTMENT OF THE ENVIRONMENT

is proposing to build

NEW HIGH COMMISSION OFFICES at KINGSTON JAMAICA

Sketch plans for the Project have been approved and construction is at present expected to start approximately DECEMBER 1973-JANUARY 1974 The Project Manager will be, Mr. F. G. Cooper, Room C206, Whitgift Centre Wellesley Road, CROYDON CR9, 3LY.

It is expected that each of the following services will form the subject of a nominated sub-contract:

(*a*) **MECHANICAL AND ELECTRICAL**
(*b*) **STRUCTURAL**

Contractors who wish to be considered for invitation to tender for either the main contract or a nominated sub-contract for the project are invited to write to:

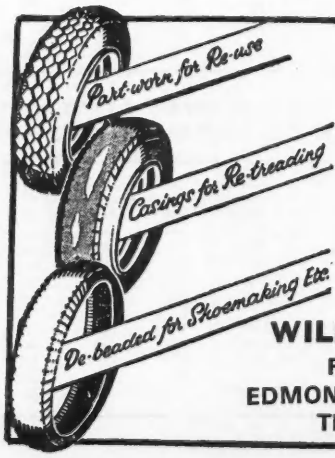
The Department of the Environment
(Contracts Branch DEMOS/EO6)
Room B221, Whitgift Centre
Wellesley Road
CROYDON CR9 3LY

Suppliers of British materials who wish to bring their products to notice should also write to the above address. Choice of the source of supply of most of the materials to be used in this project will be the responsibility of the main contractors or sub-contractors, provided that the materials conform to the design requirements and the Specification. Contractors will, of course make their choice on normal commercial criteria of price, delivery time etc., subject to the articles meeting with the approval of the Project Manager.

A further announcement will be made when tenders for the project are about to be invited, advising suppliers of materials about the facilities available at that stage to enable them to ascertain whether their products would be suitable for incorporation in the project, and the arrangements for bringing suitable products to the attention of the selected tenderers for the project.

The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approvals schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on technical requirements and approvals procedures in overseas markets. BSI, 2 Park Street, London W1A 2BS.



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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	266	214	42	13	681	12	669
1971	123	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	126			125 p	178 p	−331	−365	−4	−28	18 p	−692 p	710 p
1970 4th qtr	123	118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	123	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	124	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	125	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	122	123	145	137	167	−146	−110	−6	−29	59	−122	181
2nd qtr	126	126	144	122	185	−90	−142	−5	31	115	−53	168
3rd qtr	126	128	141	122	175	−95	−114	4	−24	−113	−284	171
4th qtr	130			121 p	183 p	0	1	11	−6	−43p	−233 p	190 p
% change latest 2 quarters:												
on prev. 2 quarters	+3.2	+3.6	−0.6	−6.2	+1.7							
on a year earlier	+3.0	+6.1	+0.9	−11.3	+6.9							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices: Index‡	Index of retail prices: % increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			at 1966 prices	monthly averages									at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	71.1	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	78.2	568	2.5	186	184	181
1971	124.9	126.7	103.8	108.5	153.4	9.4	132.6	137.7	88.5	737	3.2	129	205	194
1972	128.2	130.3	110.0	138.6	164.3	7.1			100.9	816	3.6	145	213	225
1971 1st qtr	124.3	126.4	101.8	91	147.9	8.6	129.7	134.4	85.5	634	2.8	150	186	188
2nd qtr	125.1	127.0	103.2	95	153.2	9.8	133.1	137.2	87.1	709	3.1	128	212	197
3rd qtr	125.6	127.1	104.4	116	155.3	10.1	134.1	139.2	89.4	772	3.4	119	214	193
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	92.1	832	3.7	118	210	199
1972 1st qtr	121.7	125.0	106.3	121	159.7	8.0	135.0	141.6	95.7	870	3.8	124	204	211
2nd qtr	128.8	129.2	108.5	143	162.7	6.2	136.1	143.4	97.7	835	3.7	135	216	216
3rd qtr	130.1	131.9	111.8	141	165.4	6.5	139.4	146.0	102.2	809	3.6	146	192	215
4th qtr	132.1	135.0	113.7	149	169.4	7.7	148.4	149.1	107.8	754	3.3	176	242	258
1973 1st qtr				145 p	172.4	8.0	164.5 p	151.0 p	108.7 p	665	2.9	229	248 p	276 p
Jun	129.2	129.1	109.5	153	163.7	6.1	136.1	144.1	99.6	805	3.5	139	227	217
Jul	129.7	131.6	112.5	127	164.2	5.8	137.3	144.9	100.0	807	3.5	141	209	198
Aug	129.6	131.7	111.9	156	165.5	6.6	139.6	146.0	103.5	808	3.6	147	137	182
Sep	131.1	132.3	111.0	139	166.4	7.0	141.2	147.0	106.8	812	3.6	150	230	264
Oct	131.3	133.7	112.4	149	168.7	7.9	144.8	148.2	107.6	779	3.4	163	251	260
Nov	132.2	135.1	113.0	157	169.3	7.6	147.5	149.1	108.2	756	3.3	177	239	261
Dec	132.9	136.2	115.2	142	170.2	7.7	152.9	149.7	108.4	727	3.2	188	235	255
1973 Jan	133.1	135.2	114.2	154	171.3	7.7	158.7	150.3	108.4	703	3.1	201	247	264
Feb	135.1	138.1	117.1	146	172.4	7.9	164.9 p	151.1 p	108.8	660	2.9	238	252	269
Mar				136 p	173.4	8.2	169.9 p	151.6 p	109.0 p	630	2.8	254	245 p	295 p
Apr										617 p	2.7 p	257 p		
% change latest 3 months:														
on prev. 3 months	+1.6	+2.1	+3.0	−2.5			+10.8	+1.3	+0.8	−12.8		+34.5	+2.6	+6.7
on a year earlier	+10.4	+9.8	+8.8	+20.2			+21.9	+6.6	+13.6	−16.8		+97.9	+21.6	+30.4

(‡) Not seasonally adjusted (§) On a balance of payments basis.

MOTOR INDUSTRY

Vehicle production in March

Summary

PRODUCTION of motor vehicles continued to be affected by industrial disputes. Output of cars was down significantly whether measured by comparing the total weekly average rate for March 1973 against March 1972 (Table 1) or on the basis of the seasonally adjusted quarterly figures against those for the previous quarter (Table 2). Commercial vehicle output was above the depressed levels of a year ago but showed a fall on the comparison between this quarter and the preceeding one.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Cars

In the four week period ending March 31, production of passenger cars was again appreciably affected by industrial disputes. The average weekly rate of recorded production of cars over the period was 35,903, about 14 per cent lower than for March 1972. Production for the home market was 13 per cent lower than for a year earlier and production for export was 15 per cent lower. Nevertheless, it should be noted that total production for the quarter ending March 31, 1973 was about the same as that for the first quarter of 1972.

In seasonally-adjusted terms (Table 2), the average monthly output for the first quarter of 1973 was 144,000, some 20 per cent lower than the figure for the preceding quarter. The production for the home market showed the bigger fall of 23 per cent against a drop of 14 per cent for the export side.

Commercial vehicles

Industrial disputes also affected production for commercial vehicle although comparisons with a year ago are masked to some extent by the depressed state of the markets then. The average production for the four week period ending March 31, 1973 at 7,838 per week was just under a half per cent higher than that for the comparable period in 1972. This was made up by a 5 per cent increase on the export side and a fall of 2 per cent in vehicles for the home market. When the first quarter of 1973 is compared with that of 1972 the difference is more pronounced: total production is 11 per cent up on the first quarter of 1972 with the figures for the home and export markets being 9 and 15 per cent higher respectively.

In seasonally adjusted terms, commercial vehicle production

TABLE 1. RECORDED PRODUCTION

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52								
1972 1st quarter	13	312,399	167,804	480,203	36,939	63,793	31,477	95,270	7,328
2nd quarter	13	346,472	167,594	514,066	39,544	71,914	39,573	111,487	8,576
3rd quarter	13	277,386	118,992	396,378	30,491	53,114	27,161	80,275	6,175
4th quarter	13	371,624	159,040	530,664	40,820	83,828	37,259	121,087	9,314
1973 1st quarter	13								
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1972 January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
February	4	83,678	47,851	131,529	32,882	17,052	8,324	25,376	6,344
March	5	136,067	72,052	208,119	41,624	25,198	13,814	39,012	7,802
April	4	92,248	52,839	145,087	36,272	20,258	11,469	31,727	7,932
May	4	116,373	55,935	172,308	43,077	24,726	13,843	38,569	9,642
June	5	137,851	58,820	196,671	39,334	26,930	14,261	41,191	8,238
July	4	70,488	31,412	101,900	25,475	14,628	7,364	21,992	5,498
August	4	85,880	32,751	118,631	29,658	15,019	6,873	21,892	5,473
September	5	121,018	54,829	175,847	35,169	23,467	12,924	36,391	7,278
October	4	117,734	50,786	168,520	42,130	25,617	11,029	36,646	9,162
November	4	125,118	49,527	174,645	43,661	28,866	12,194	41,060	10,265
December	5	128,772	58,727	187,499	37,500	29,345	14,036	43,381	8,676
1973 January	5	135,970	62,089	198,059	39,612	28,416	12,597	41,019	8,203
February	4	89,424	48,590	138,014	34,504	21,350	12,050	33,400	8,350
March	4	94,655	48,958	143,613	35,903	19,710	11,640	31,350	7,838
April	4								
May	5								
June	4								
July	4								
August	5								
September	4								
October	5								
November	4								
December	4								

shows a fall in the first quarter of 1973 against the last quarter of 1972. Total production was 19 per cent down with production falling 23 per cent and 9 per cent for the home and export markets respectively.

TABLE 2. PRODUCTION—SEASONALLY ADJUSTED

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGES — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1966	82	52	134	21.7	14.8	36.6
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	14.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973						
1972 1st quarter	94	50	144	19.7	9.5	29.2
2nd quarter	106	51	157	22.1	12.4	34.5
3rd quarter	111	48	159	21.4	11.0	32.4
4th quarter	125	55	180	27.7	12.2	39.9
1973 1st quarter	96	48	144	21.3	11.0	32.3
2nd quarter						
3rd quarter						
4th quarter						
1972 January	90	50	140	20.9	9.4	30.3
February	82	44	126	17.1	7.9	25.0
March	110	57	167	21.0	11.3	32.3
April	94	52	146	20.8	11.8	32.6
May	112	53	165	23.9	13.5	37.4
June	112	47	159	21.7	11.8	33.5
July	110	47	157	22.4	10.5	32.9
August	114	44	158	21.2	10.3	31.5
September	110	53	163	20.4	12.2	32.6
October	118	55	173	26.0	11.4	37.4
November	132	53	185	29.5	12.1	41.6
December	124	58	182	27.7	13.1	40.8
1973 January	107	52	159	22.1	10.1	32.2
February	88	45	133	21.5	11.4	32.9
March	94	47	141	20.2	11.6	31.8
April						
May						
June						
Average of:						
Oct.-Dec. 1972	125	55	180	27.7	12.2	39.9
Jan.-Mar. 1973	96	48	144	21.3	11.0	32.3
Percentage change	−23	−14	−20	−23	−9	−19

Index of retail sales in Northern Ireland

THE index of retail sales in Northern Ireland for February was 126 (1965 = 100), 7 per cent more than in February 1972.

After allowing for price changes, the total volume of sales in February was 1 per cent lower than a year earlier.

Index numbers of the value of sales in February and percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast BT1 4JX (tel: Belfast (0232) 34488, ext. 336).

	February 1973	
The value of sales by:	Index number 1965 = 100	Percentage increase
All kinds of business	126	7
Food shops	156	7
Non-food shops	108	7
Of which:		
Clothing and footwear shops	112	18
Durable goods shops	123	6
Miscellaneous non-food shops	106	2
Department and general stores	92	14

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

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A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Index of retail prices for March

THE index of retail prices for all items for March 20, 1973 was 173.4 (January 16, 1962 = 100). This represents an increase of 0.6 per cent on February (172.4) and of 8.2 per cent on March 1972 (160.3).

TABLE 1.

	All Items		All items except seasonal food			
				Percentage change over		
	Index January 16, 1962 =100	Percentage change over previous 12 months	Index January 16, 1962 = 100	1 month	6 months	6 months at an annual rate*
1972 October	168.7	+7.9	168.7	+1.5	+4.3	+8.7
November	169.3	+7.6	169.1	+0.2	+4.2	+8.6
December	170.2	+7.7	169.7	+0.4	+3.9	+8.0
1973 January	171.3	+7.7	170.8	+0.6	+4.1	+8.5
February	172.4	+7.9	171.4	+0.4	+3.8	+7.8
March	173.4	+8.2	171.9	+0.3	+3.4	+7.0

* Calculated at a compound rate.

The index for all items excluding food in March 1973 was 169.1—an increase of 0.2 per cent (0.3 points) on February.

The index for food in March was 187.1—an increase of 1.9 per cent (3.4 points) on February.

The rise in the all items index in March was due mainly to higher prices for eggs, fresh vegetables and some other foods.

The movements for the main groups of the index are shown in Table 2.

TABLE 2.

	Indices (January 16, 1962 = 100)		Percentage change February 20 to March 20
	February 20, 1973	March 20, 1973	
All items	172.4	173.4	+0.6
All items excluding food	168.8	169.1	+0.2
Food	183.7	187.1	+1.9
Seasonal food	199.8	213.1	+6.7
Other food	181.0	182.4	+0.8
Alcoholic drink	163.3	163.3	NIL
Tobacco	141.6	141.6	NIL
Housing	204.2	204.3	+0.0
Fuel and light	178.3	178.3	NIL
Durable household goods	144.4	144.6	+0.1
Clothing and footwear	148.2	148.8	+0.4
Transport and vehicles	159.7	160.1	+0.3
Miscellaneous goods	170.1	169.5	−0.4
Services	189.9	190.3	+0.2
Meals out	191.8	193.5	+0.9

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, April 27, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Radio Wonderful	BR/E 36779/29/4/78	32	April 24	MGM-EMI Distributors Ltd.	Goodtimes Enterprises Ltd.
Zoo Robbery	BR E 36780/29/4/78	64	April 26	Children's Film Foundation Ltd.	Cine-Lingual Ltd. (for Children's Film Foundation Ltd.)
That'll Be The Day	BR/E 36784/29/4/78	91	April 26	MGM-EMI Distributors Ltd.	Goodtimes Enterprises Ltd.
Bequest To The Nation	BR/E 36786/29/4/78	117	April 26	Cinema International Corporation (UK)	Universal Pictures Ltd.
The Hungarians	BR/E 36791/29/4/78	26	April 26	Columbia-Warner Distributors Ltd.	Polonius Film Services
The Iron Village	BR/E 36792/29/4/78	33	April 26	Cinema International Corporation (UK)	Associated London Productions Ltd.
Movietone News 2290	BR/E 36731/29/4/78	7	April 27	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2290A	BR/E 36732/29/4/78	8	April 27	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
The Law Enforcers	EC 36787/29/4/78	97	April 26	Eagle Films Ltd.	Primex Italiana, Rome and Dieter Geissler Film Produktion, Munich
A Man To Respect	EC 36788/29/4/78	110	April 26	Eagle Films Ltd.	Verona Produzionie, Rome and Paramount Orion Film, Monaco
(a) Born Black (b) The Hypocrites	EC 36789/29/4/78	78	April 26	Tigon Pictures Ltd.	Horst Manfred Adloff Film Produktion, Berlin and Italien International SRL, Rome
Swinging Wives	EC 36790/29/4/78	89	April 26	Tigon Pictures Ltd.	Rapid Film GmbH, Munich
			FOREIGN		
Miss Leslie's Dolls	F 36781	88	April 26	Grand National Film Distributors Ltd.	World Wide American International
The Erotic Adventures of Zorro	F 36782	84	April 26	Grand National Film Distributors Ltd.	Counselor Films Inc.
Love and Pain and The Whole Damn Thing	F 36783	110	April 26	Columbia-Warner Distributors Ltd.	Gus Productions Ltd.
Tales of Three Lustful Daughters	F 36785	85	April 26	Cinecenta Film Distributors Ltd.	Edizione Italiana Esequita, Rome

Note:
In the list of films registered during the week ended Friday, April 20, 1973, the playing time of Movietone News 2289A (BR/E 36730/22/4/78) should read 8 minutes.

Amendments to the Register:
The registration number of the film '(a) A Strange Love Affair (b) Never Twice With Any Woman' registered on October 19, 1971 has been amended to EC 35747/23/10/76.
The registration number of the film 'I Want You Now' registered on November 2, 1971 has been amended to EC 35778/6/11/76 and the names of makers corrected to Francos Films, Paris, Mannic Films, Paris and Les Films Frederique, Paris.
The registration number of the film 'I Do It My Way' registered on March 7, 1972 has been amended to EC 36030/12/3/77 and the name of maker corrected to BTS Berliner Television System GmbH and Co. KG, Berlin.
The registration number of the film 'Play The Game Or Leave The Bed' registered on September 8, 1971 has been amended to EC 35679/11/9/76 and the name of maker corrected to Roger Frity Filmproduktion, Berlin, Tritone Film Industria, Rome and Devon-Film, Rome.

Government Publications in London

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Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Mar. 22 1973
Bankruptcy orders (Q)	Jan. 18 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	Apr. 5 1973
Catering trades turnover (M)	Apr. 12 1973
Chemicals industry activity (Q)	Apr. 19 1973
Companies:	
acquisitions and mergers (Q)	Feb. 15 1973
new registrations:	
Gt. Britain (M)	Mar. 15 1973
N. Ireland (M)	Apr. 5 1973
Computers, UK market (Q)	Jan. 25 1973
Construction work overseas (A)	Nov. 16 1972
ECGD business (Q)	Mar. 1 1973
Electronic capital equipment (Q)	Feb. 22 1973
Engineering industries, sales and orders (M)	Apr. 26 1973
Film industry:	
British Film Fund Agency returns (M)	Apr. 12 1973
cinema admissions and takings (M)	Mar. 29 1973
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Mar. 22 1973
household consumption (Q)	Apr. 5 1973
Footwear industry:	
production, orders and deliveries (M)	Apr. 19 1973
Foreign exchange, official reserves (M)	Apr. 12 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	Feb. 15 1973
world exports of manufacturers (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Apr. 12 1973
Hire-purchase business (M)	Apr. 5 1973
Industrial development certificates:	
approvals (Q)	Apr. 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	Apr. 19 1973
N. Ireland index (M)	Apr. 12 1973
Wales index (Q)	Mar. 29 1973
Insurance companies, investments and assets (A)	Aug. 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 time a year)	Jan. 11 1973
investment and earnings overseas (A)	Mar. 29 1973
Machine tools, deliveries and orders (Q)	Dec. 14 1972
Man-made fibres:	
deliveries (Q)	Feb. 22 1973
production (M)	Apr. 12 1973
production, quarterly analysis (Q)	Feb. 22 1973
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures	Mar. 22 1973
motor trade turnover (M)	Feb. 15 1973
Office development permits (Q)	Mar. 15 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	Apr. 13 1972
ECGD business (Q)	Mar. 1 1973
unit value and volume index numbers (M)	Apr. 19 1973
value (M)	Apr. 26 1973
value, analysis of trends (Q)	Mar. 22 1973
Pension funds, investments and assets (A)	Aug. 10 1972
Retail prices index (M)	This week
Retail trades:	
sales (M)	Apr. 5 1973
sales, N. Ireland (M)	This week
stocks (M)	Apr. 12 1973
Royalties, overseas transactions (A)	Apr. 12 1973
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	Mar. 22 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	Apr. 5 1973
retail (M)	Apr. 12 1973
Television, overseas payments and earnings (A)	Aug. 5 1971
Textiles:	
activity in the industry (Q)	Apr. 5 1973
carpet sales	Apr. 26 1973
cotton industry production (M)	Apr. 5 1973
hosiery production (M)	Mar. 29 1973
made-up clothing, orders and deliveries (M)	Apr. 5 1973
orders and deliveries (M)	Apr. 5 1973
wholesale houses' sales (M)	Apr. 26 1973
wool exports (Q)	Mar. 8 1973
wool output (M)	Apr. 5 1973
Tourism:	
foreign visitor arrivals (M)	Feb. 22 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	Apr. 19 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Apr. 12 1973
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	Mar. 29 1973
ECGD local offices	Apr. 26 1973
Guide to DTI	Dec. 28 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	Apr. 19 1973
Release dates of economic statistics	Apr. 26 1973

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EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (Tel: 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (Tel: 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (Tel: 58911—Telex 81187).

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MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021-643 8191—Telex 33376).

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SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (Tel: 63011).

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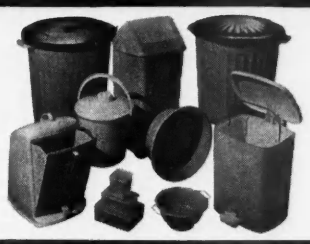

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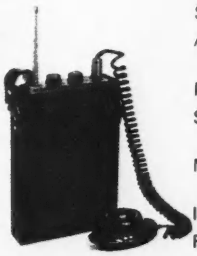

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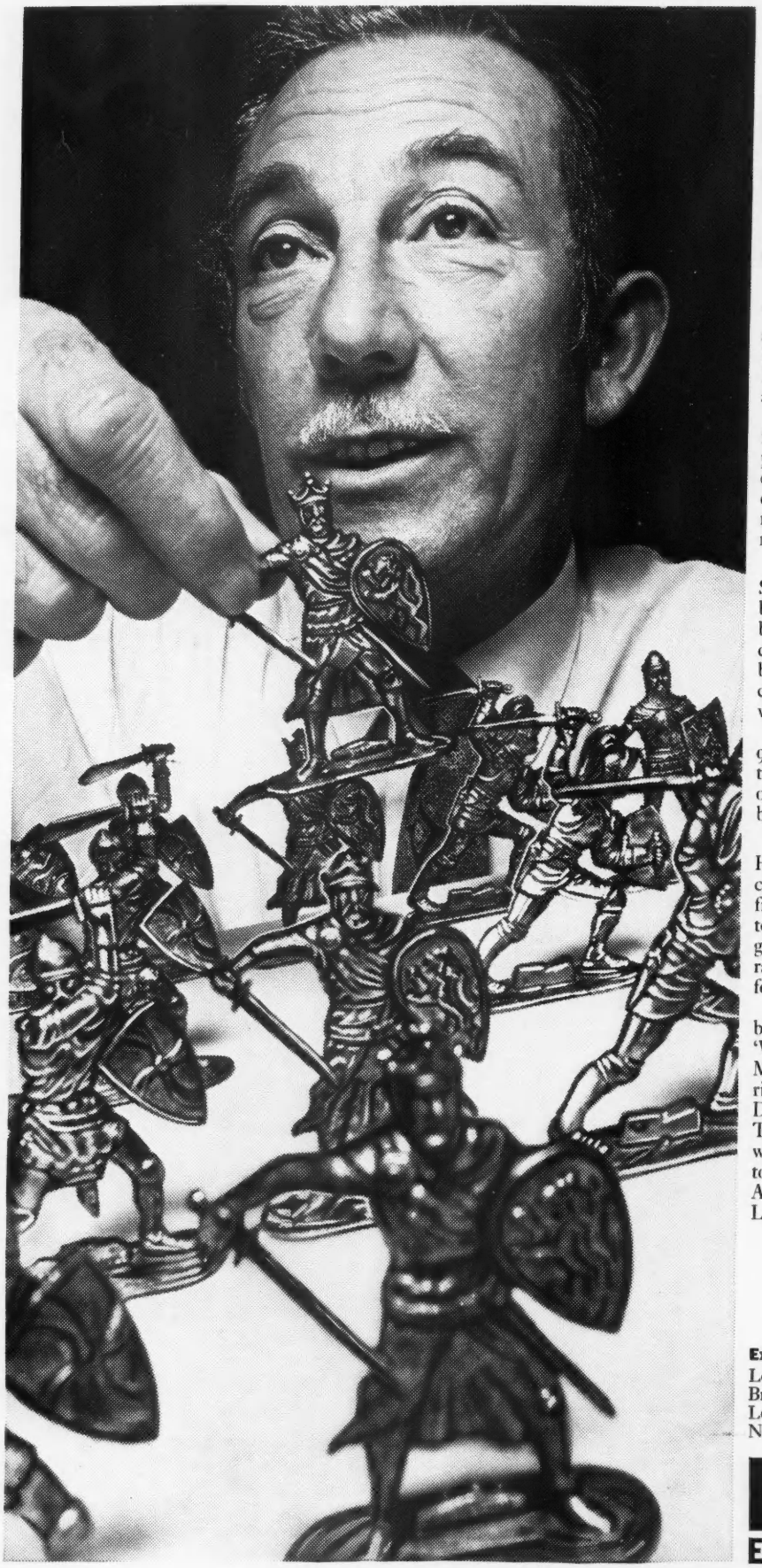

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